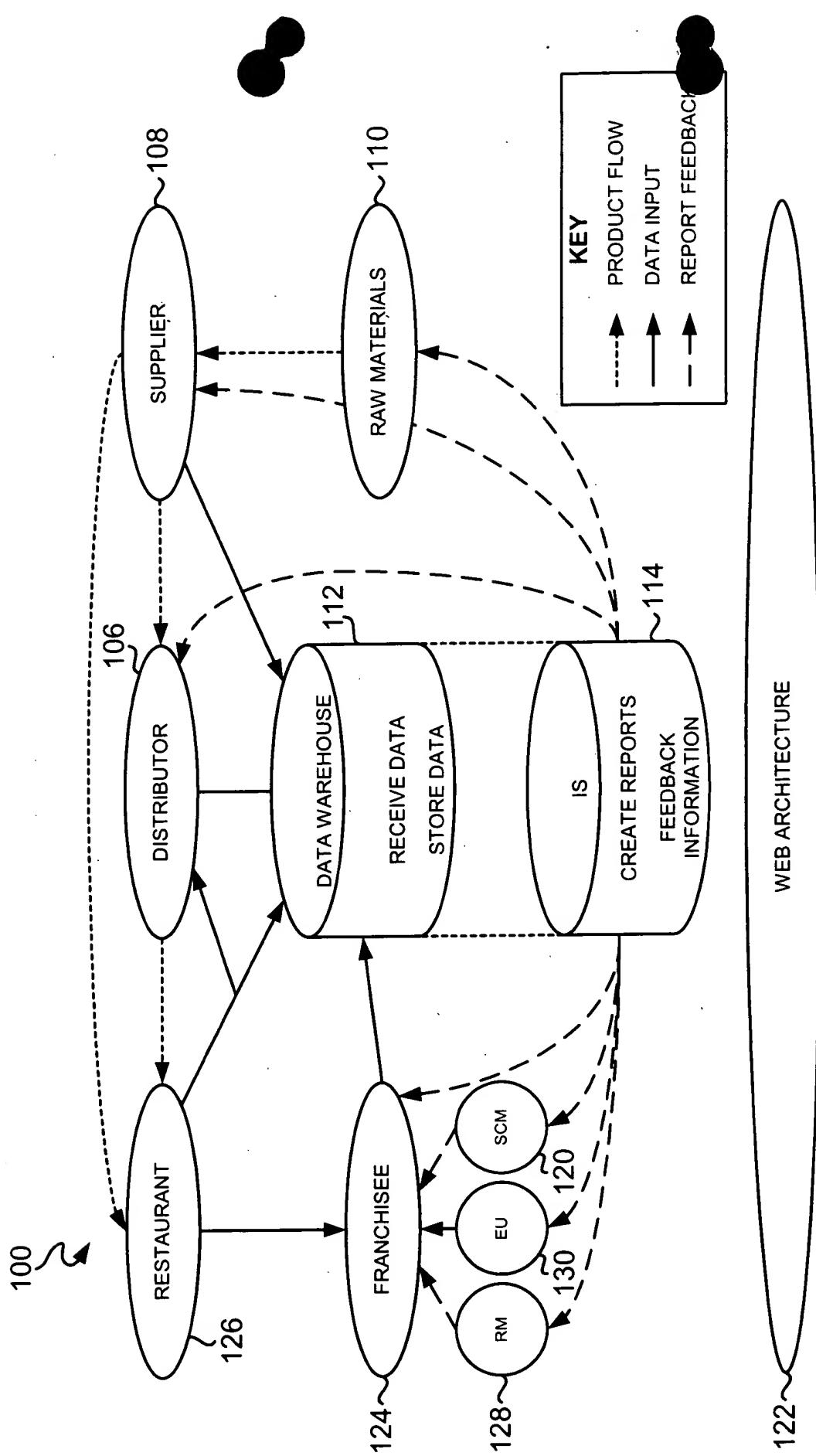
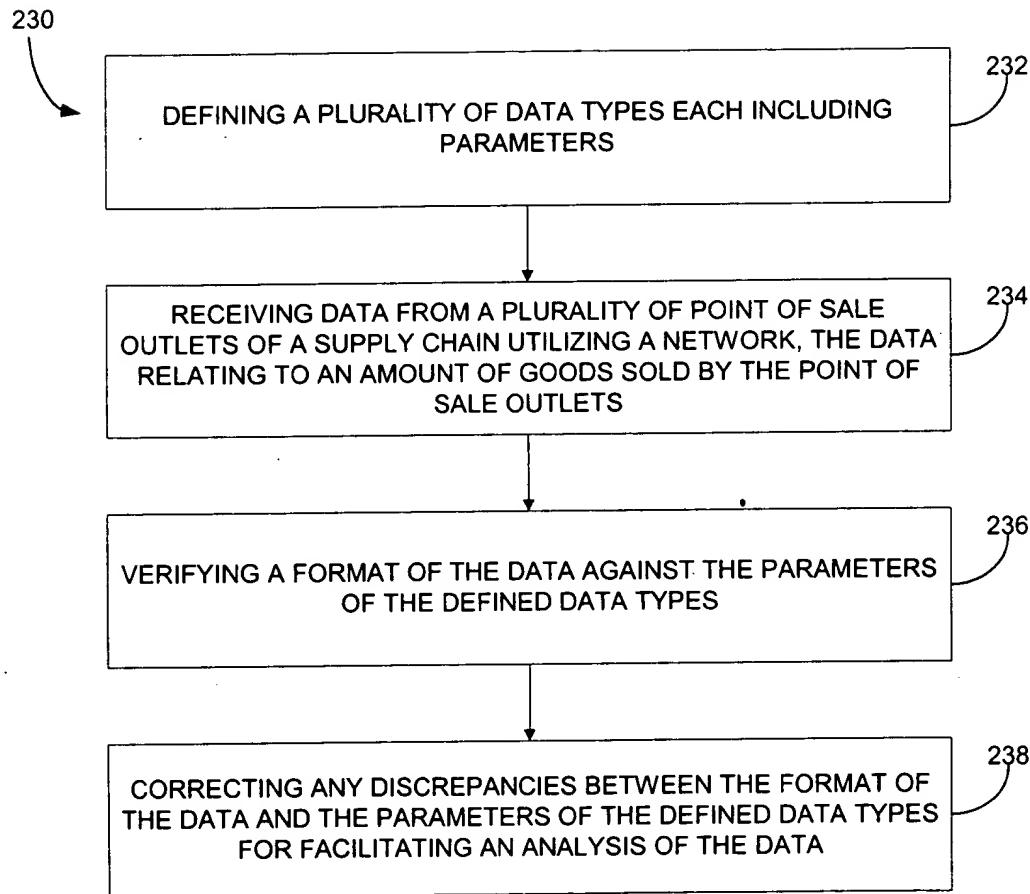


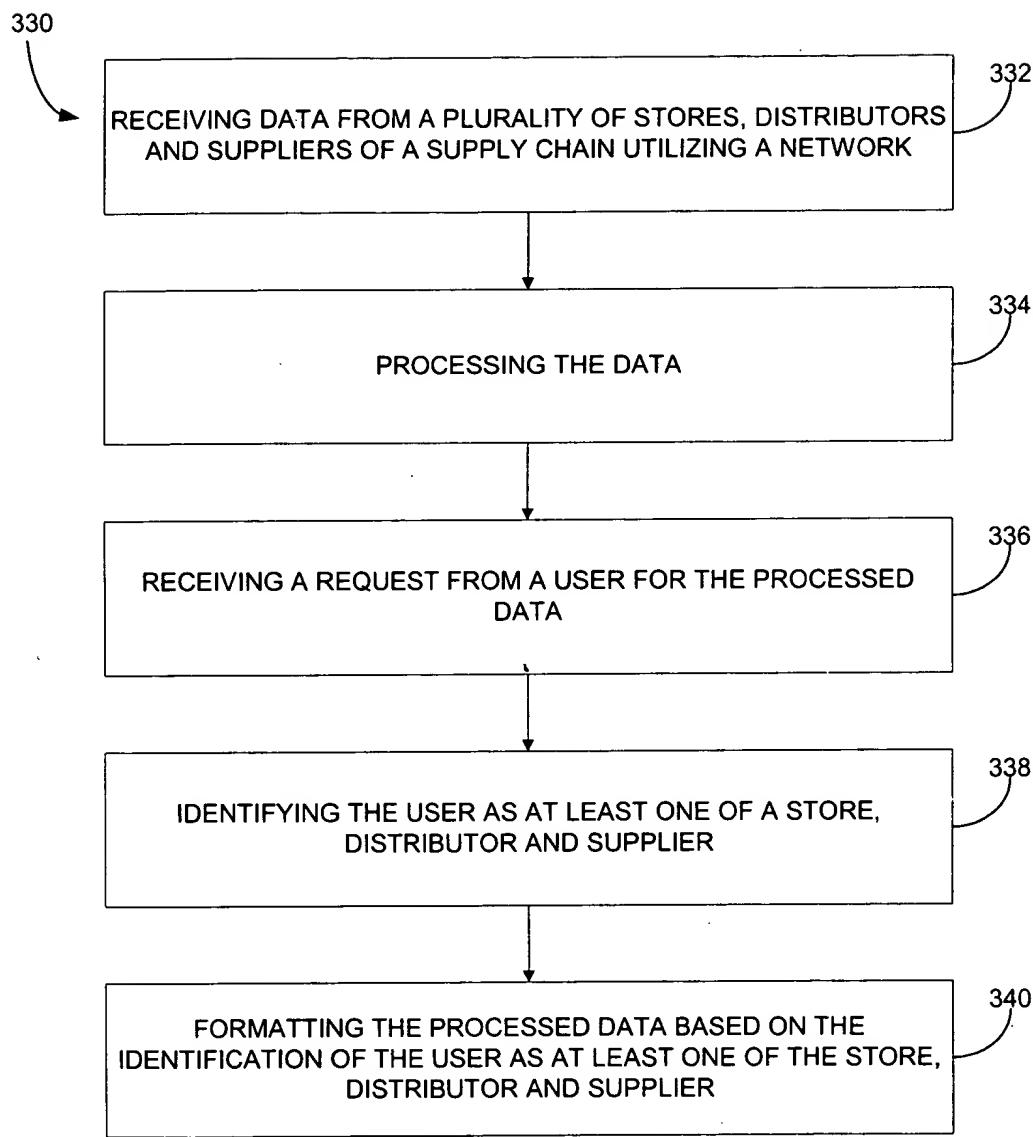
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

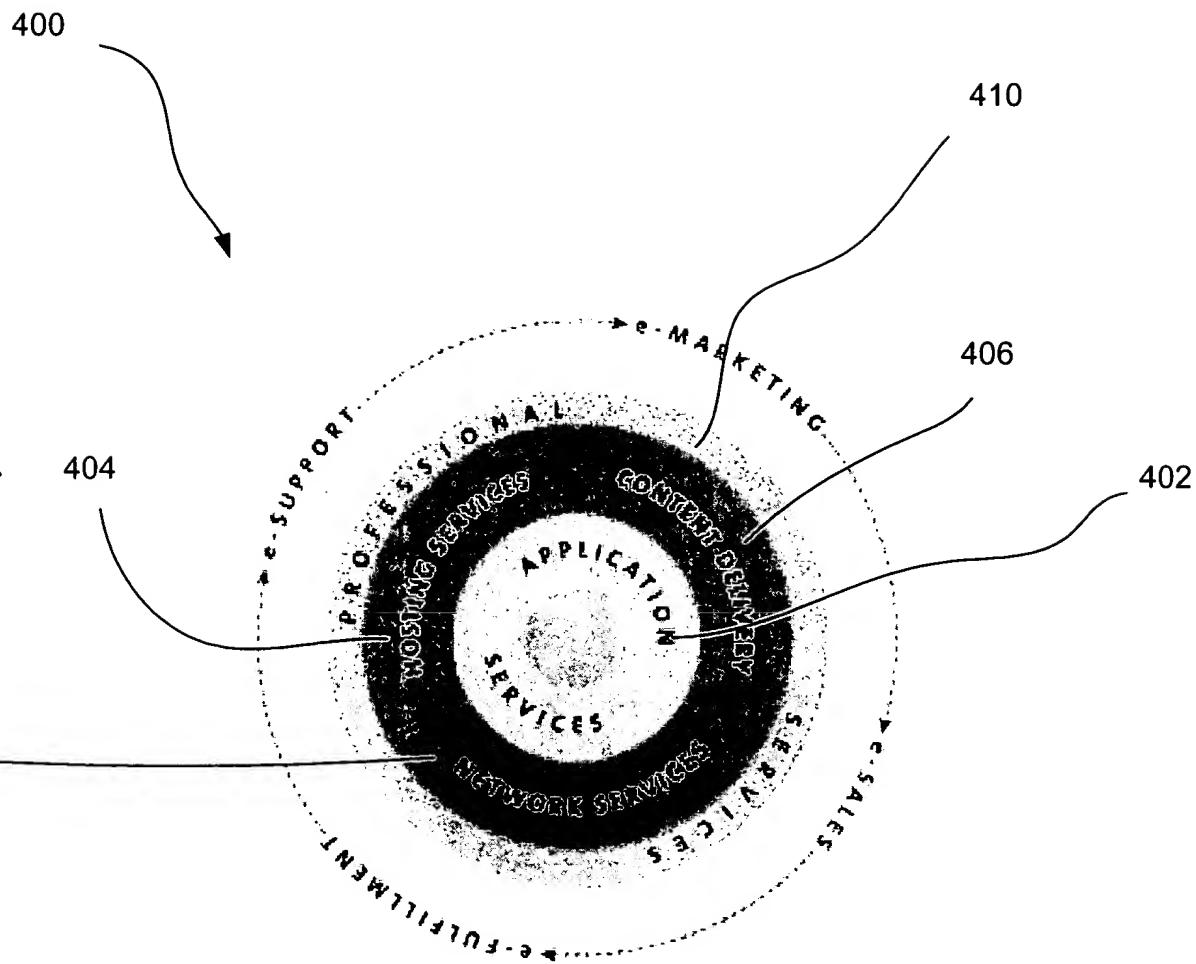
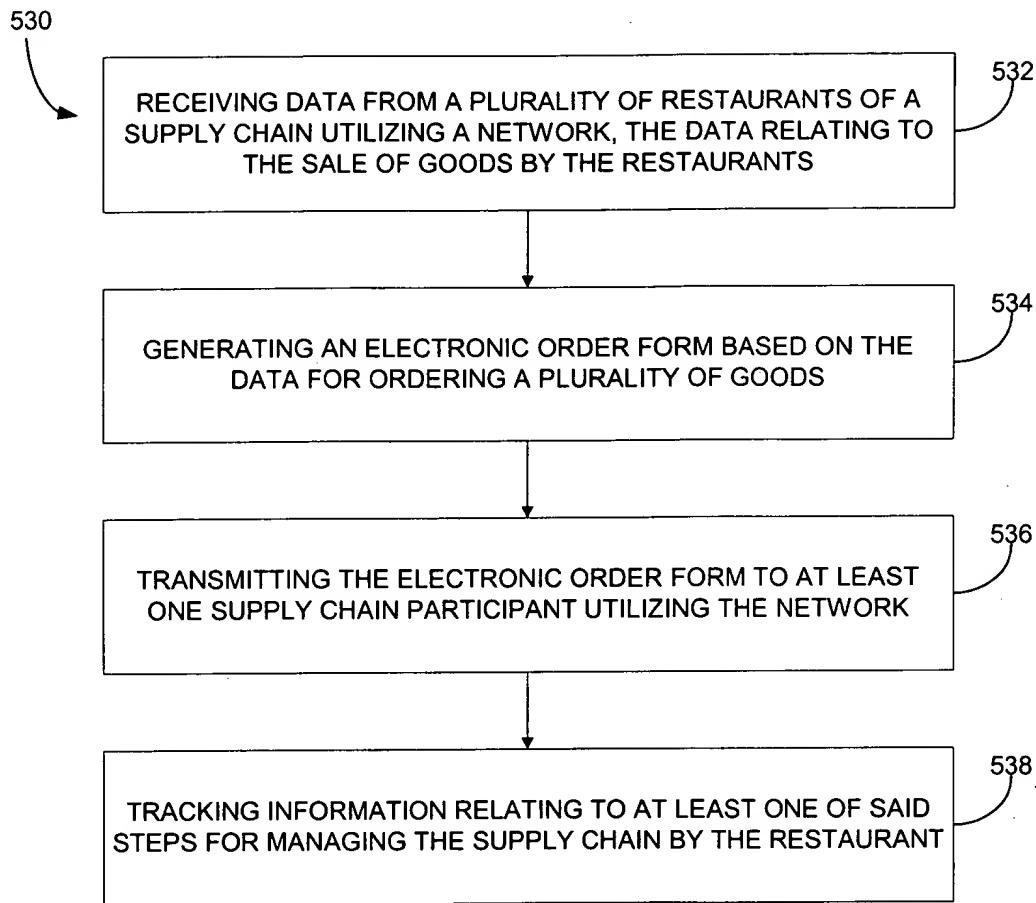
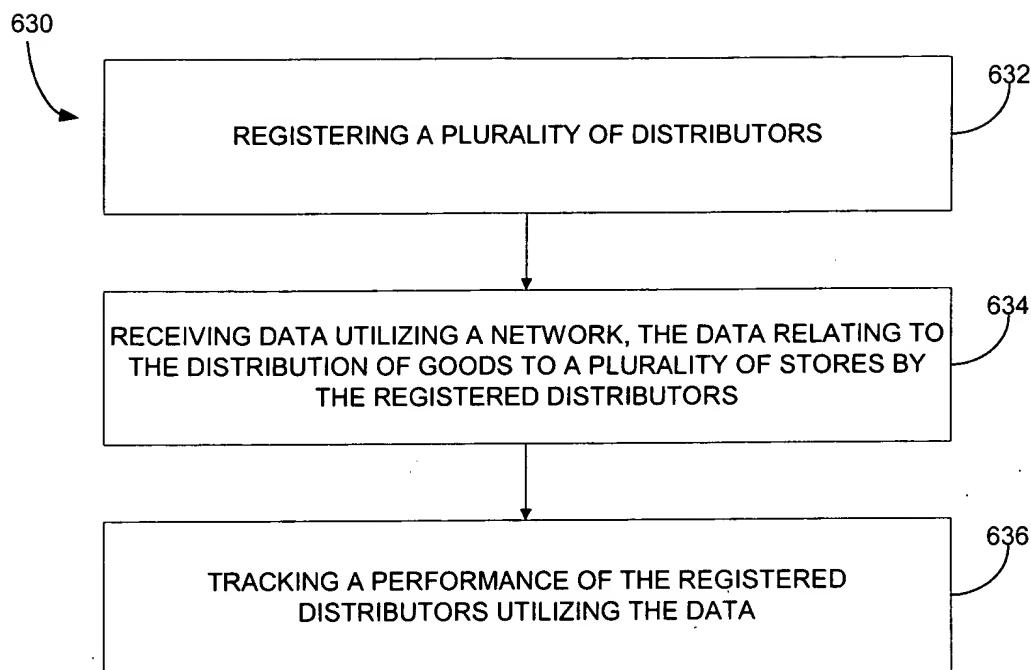


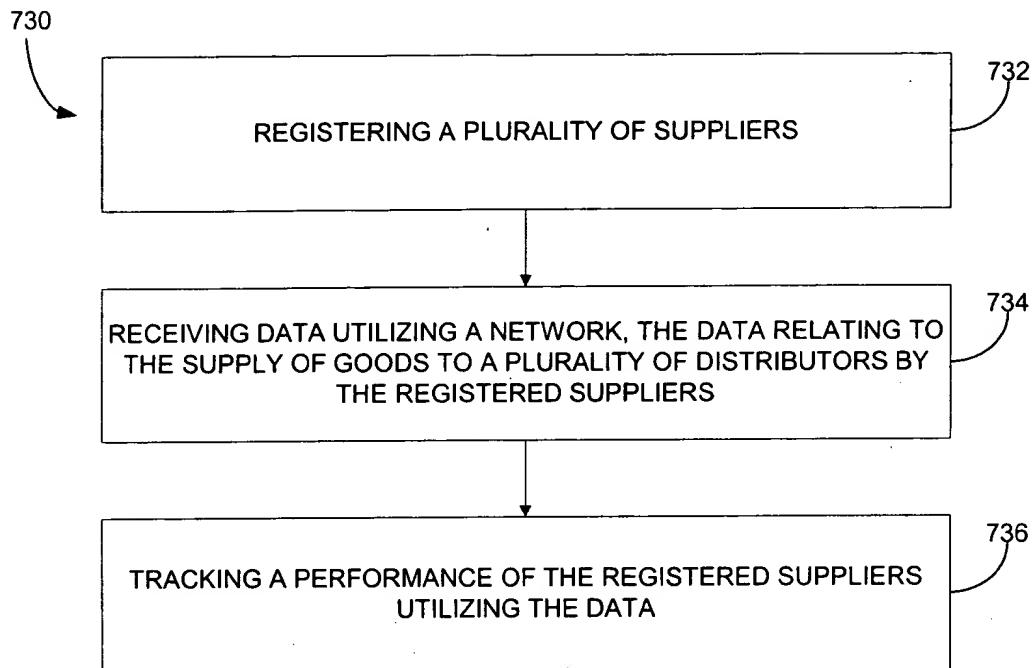
Fig. 4



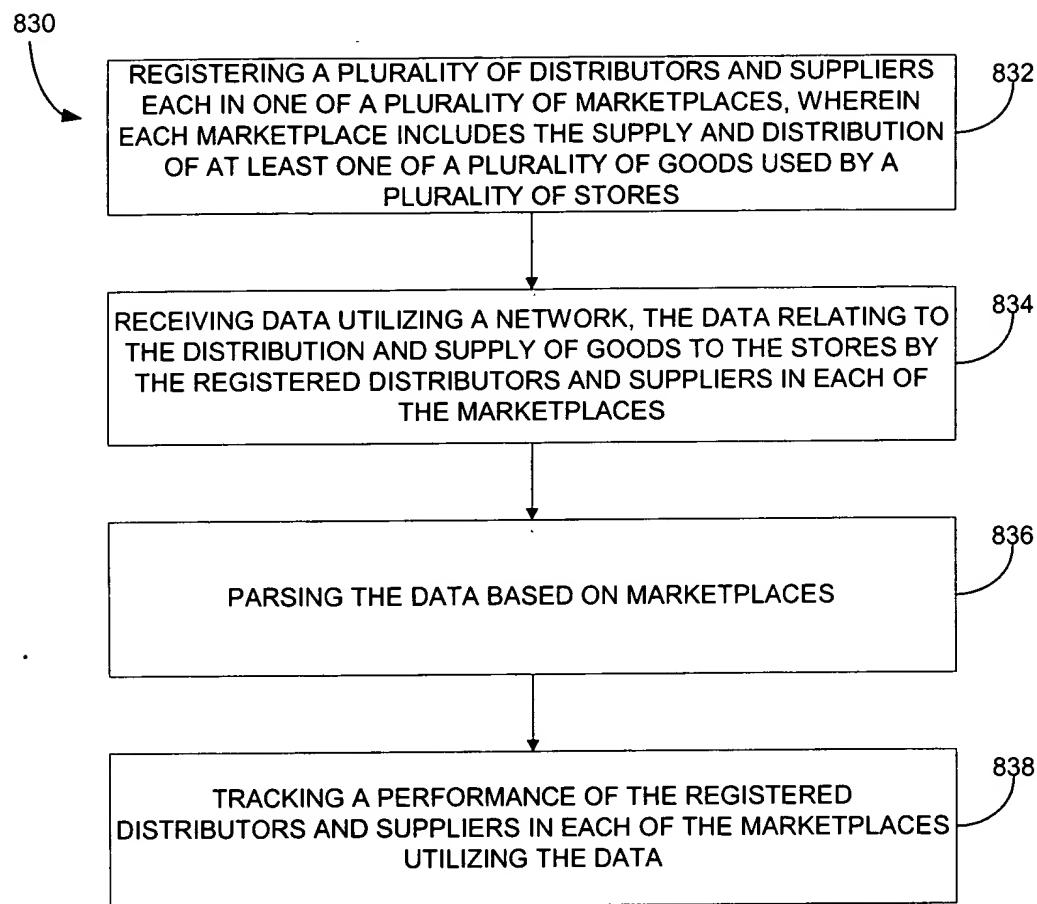
**FIG. 5**



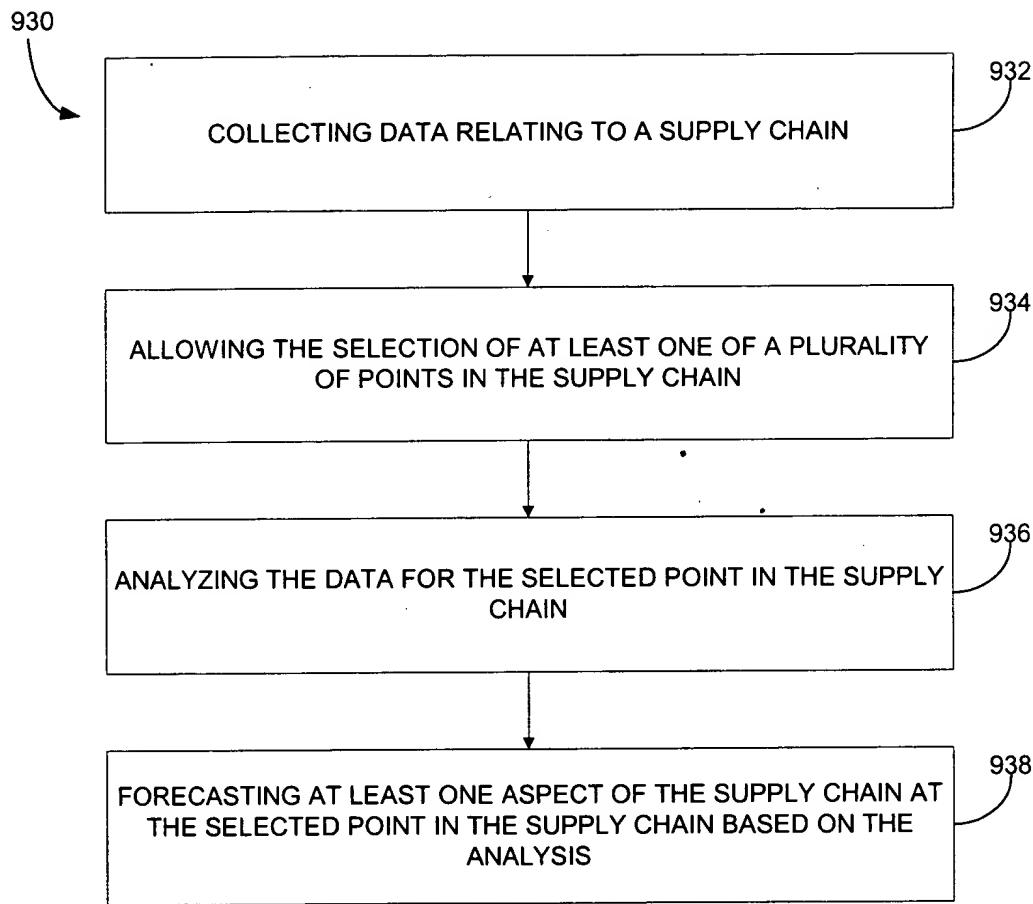
**FIG. 6**



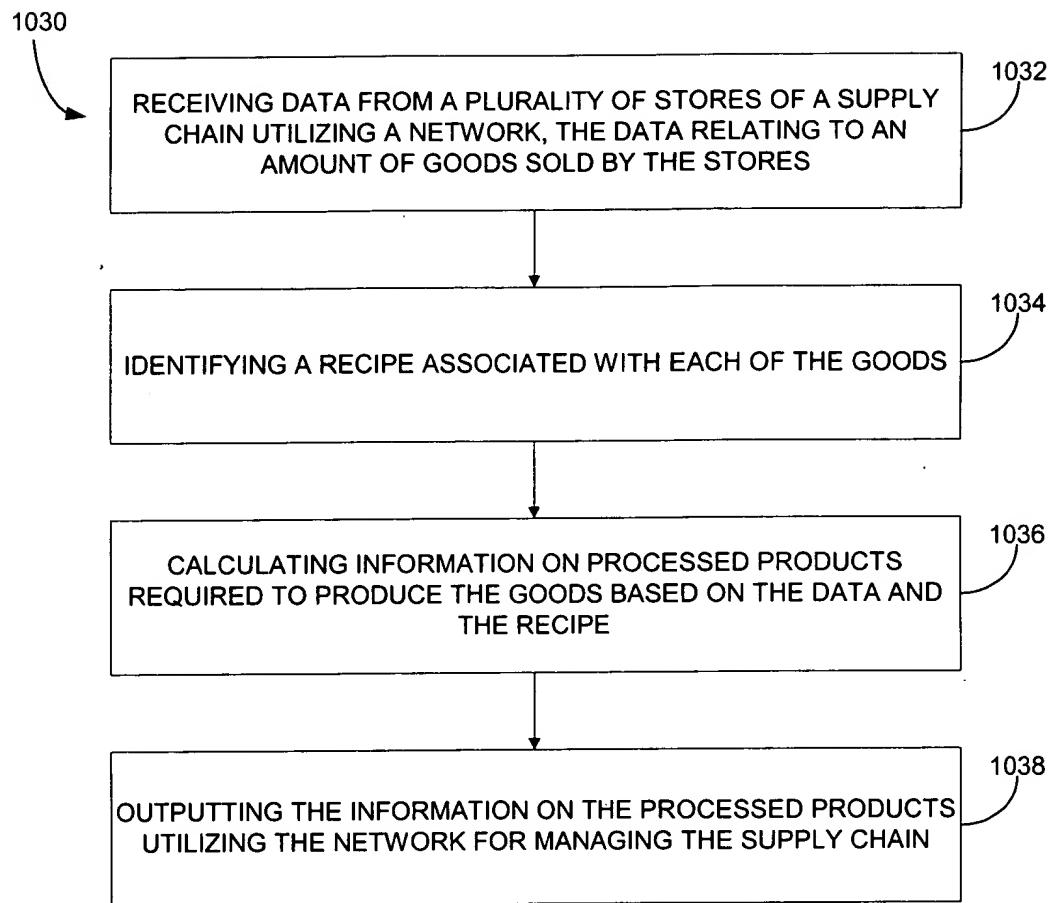
**FIG. 7**



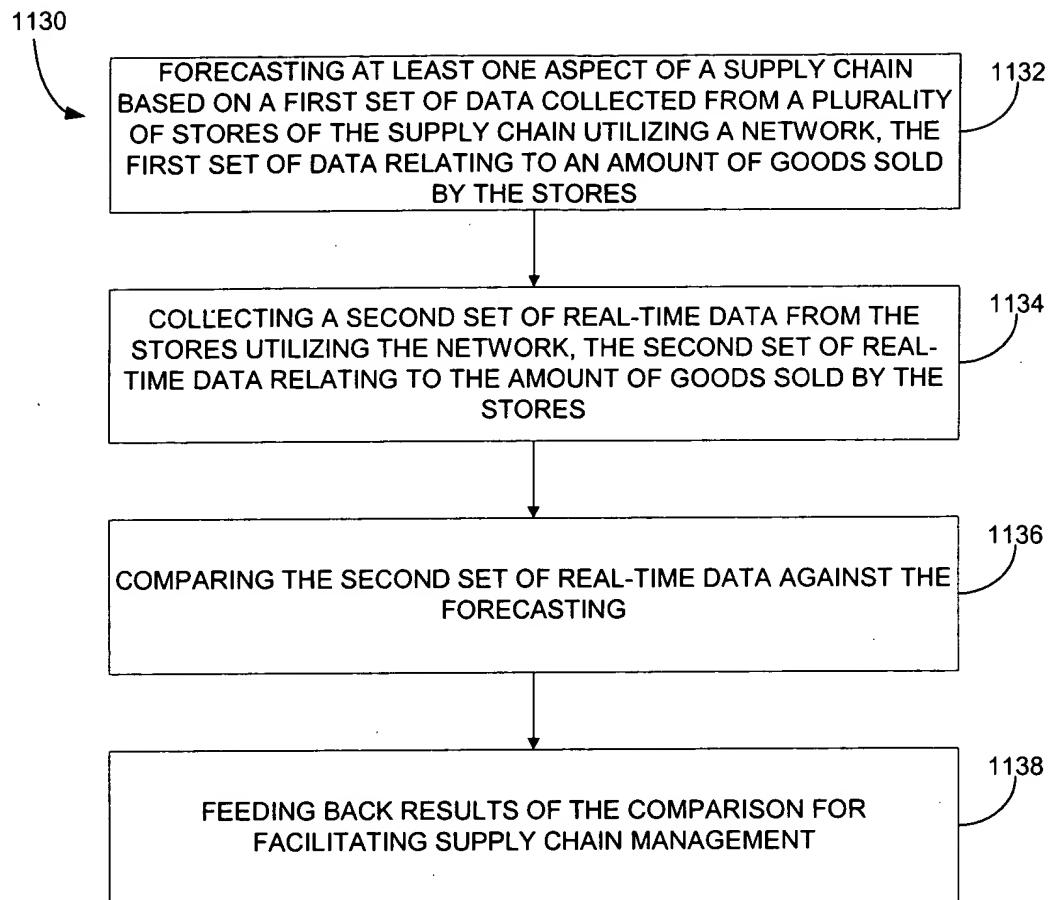
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

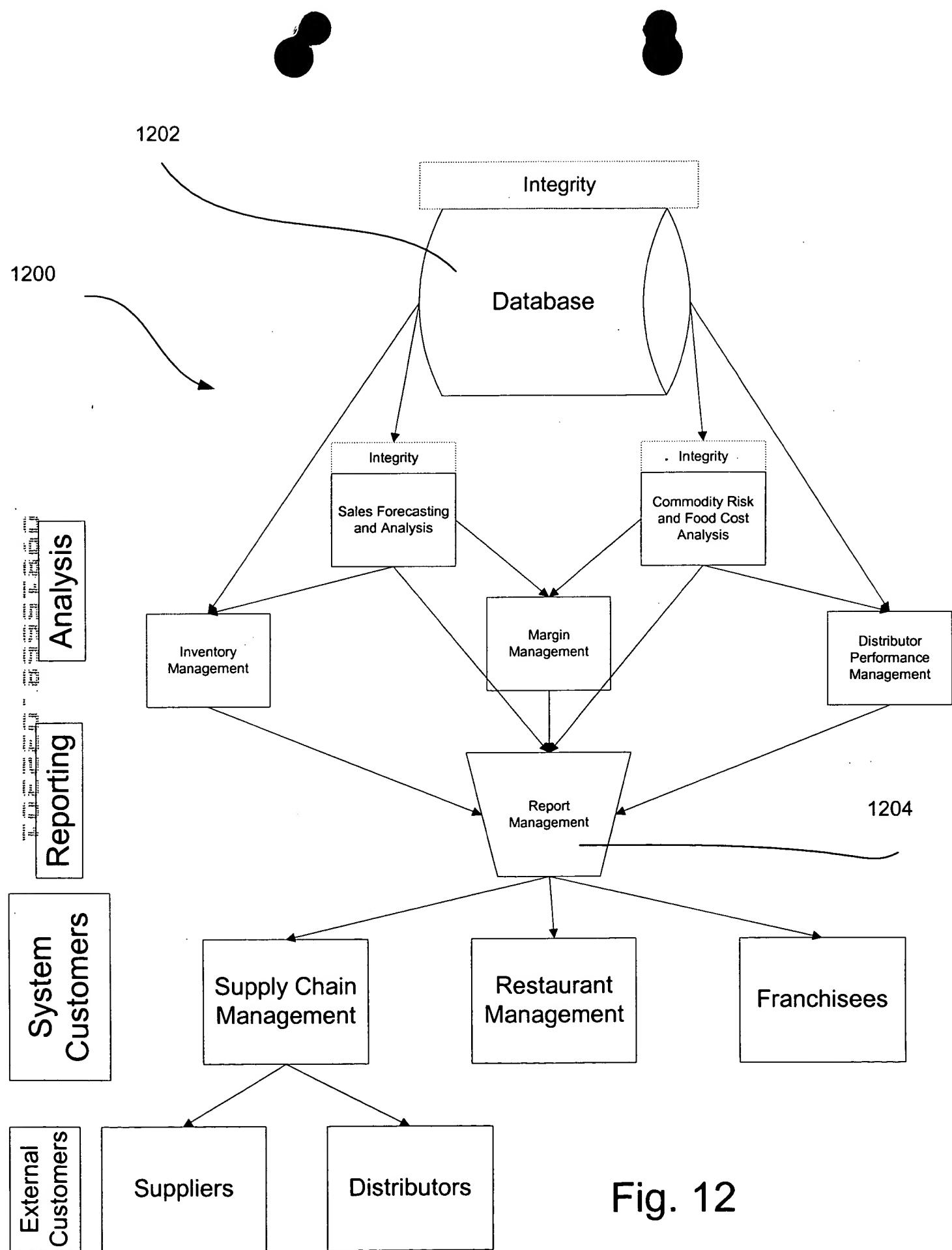
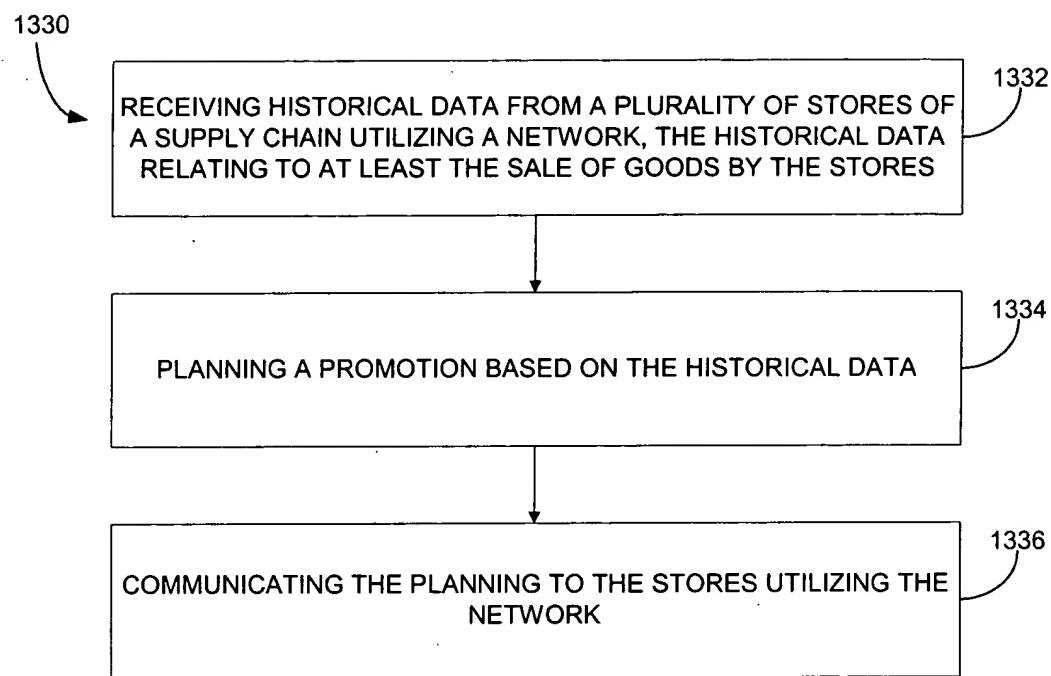
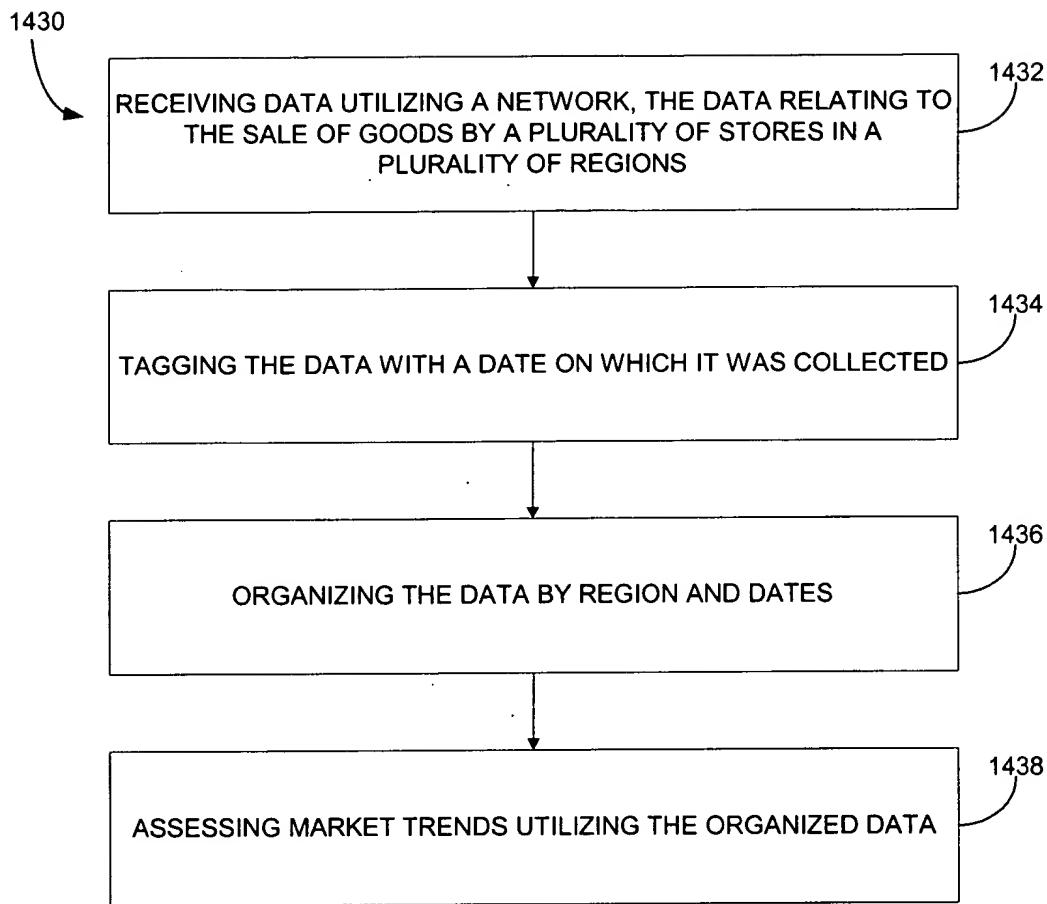


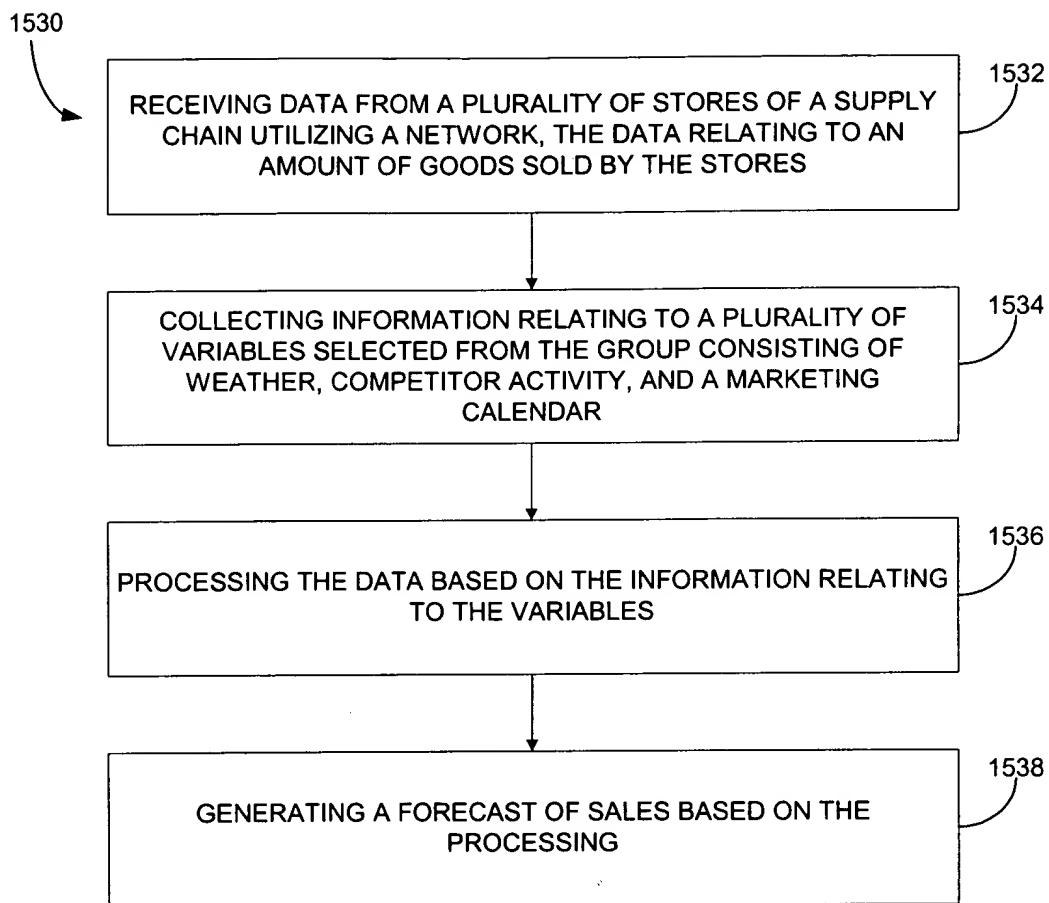
Fig. 12



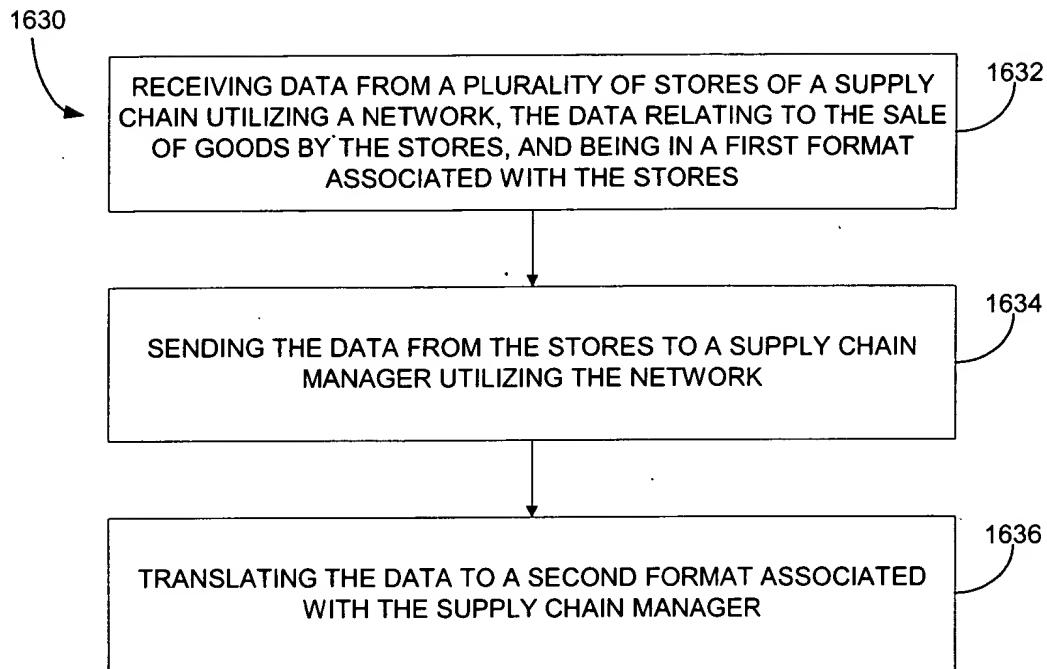
**FIG. 13**



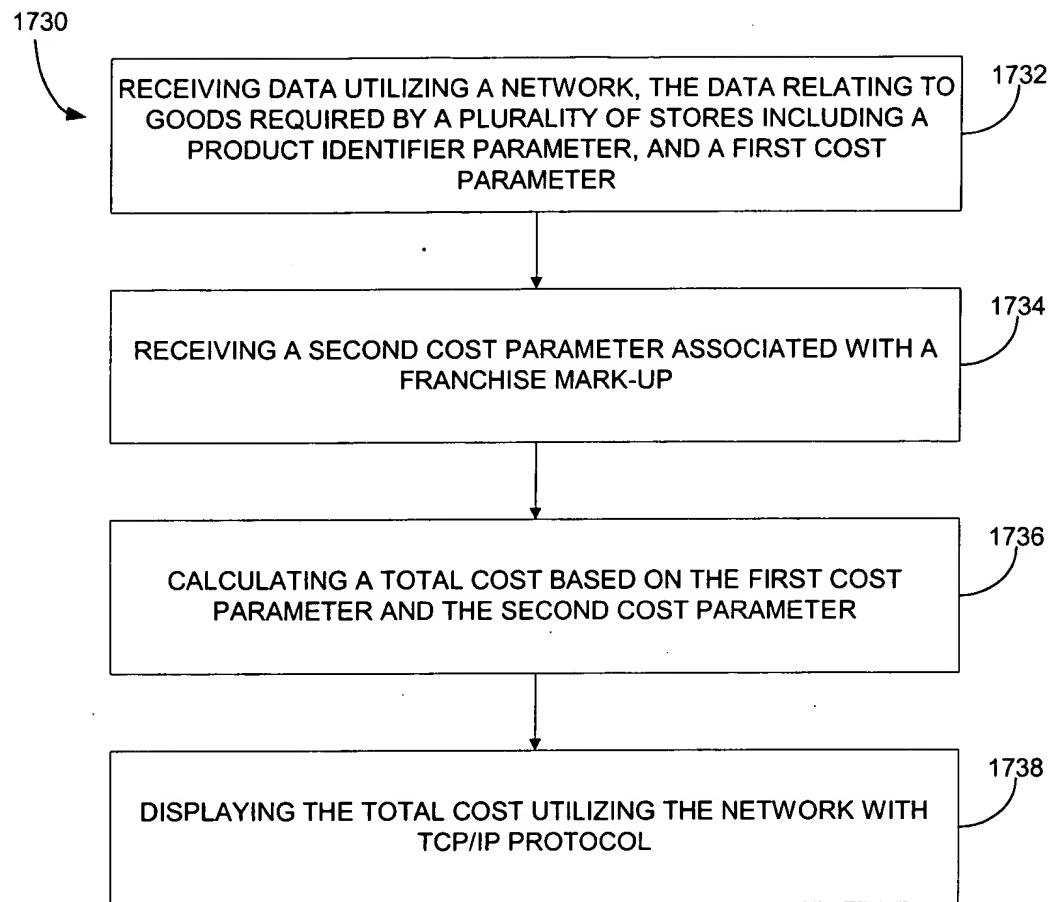
**FIG. 14**



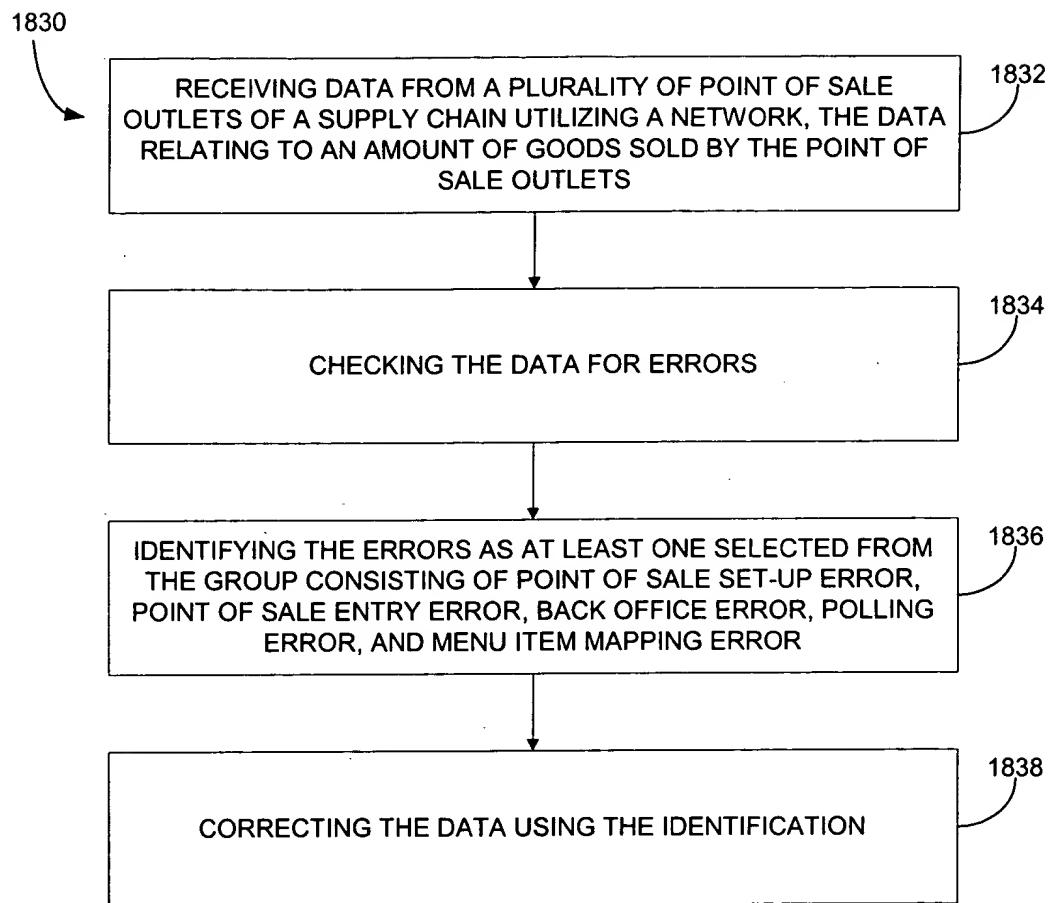
**FIG. 15**



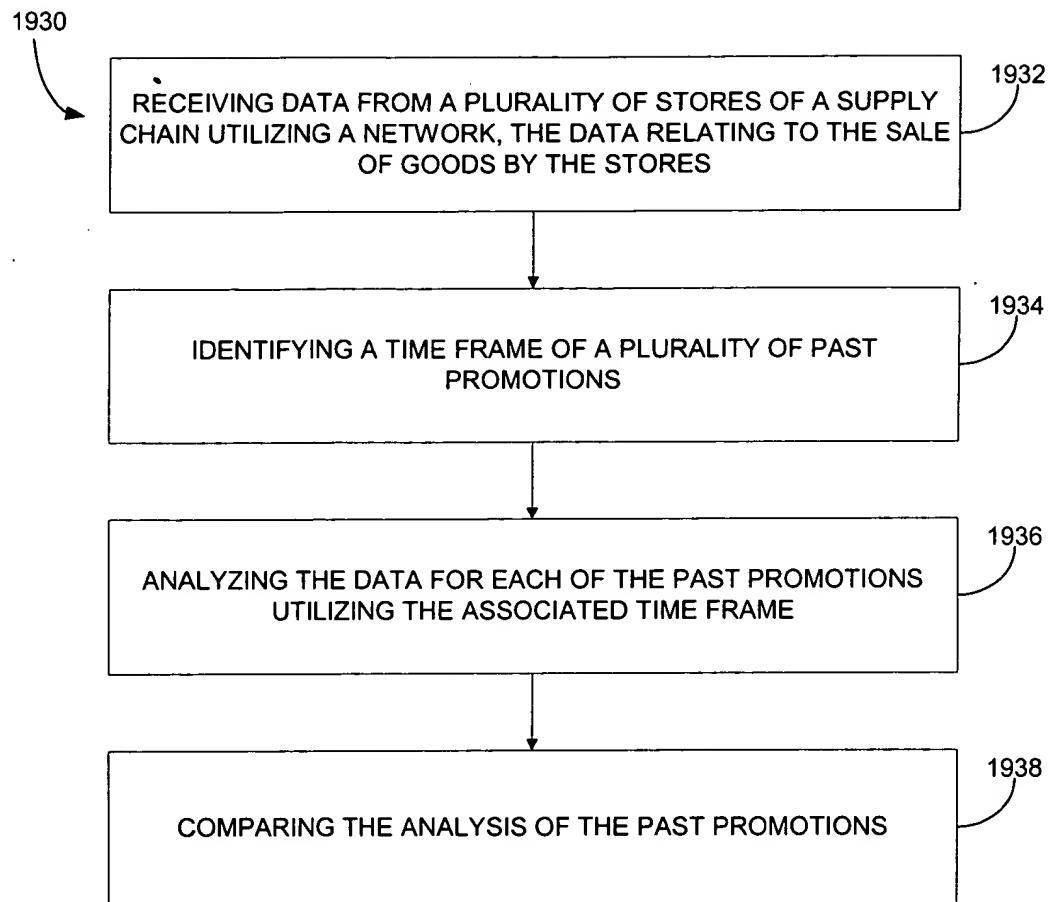
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

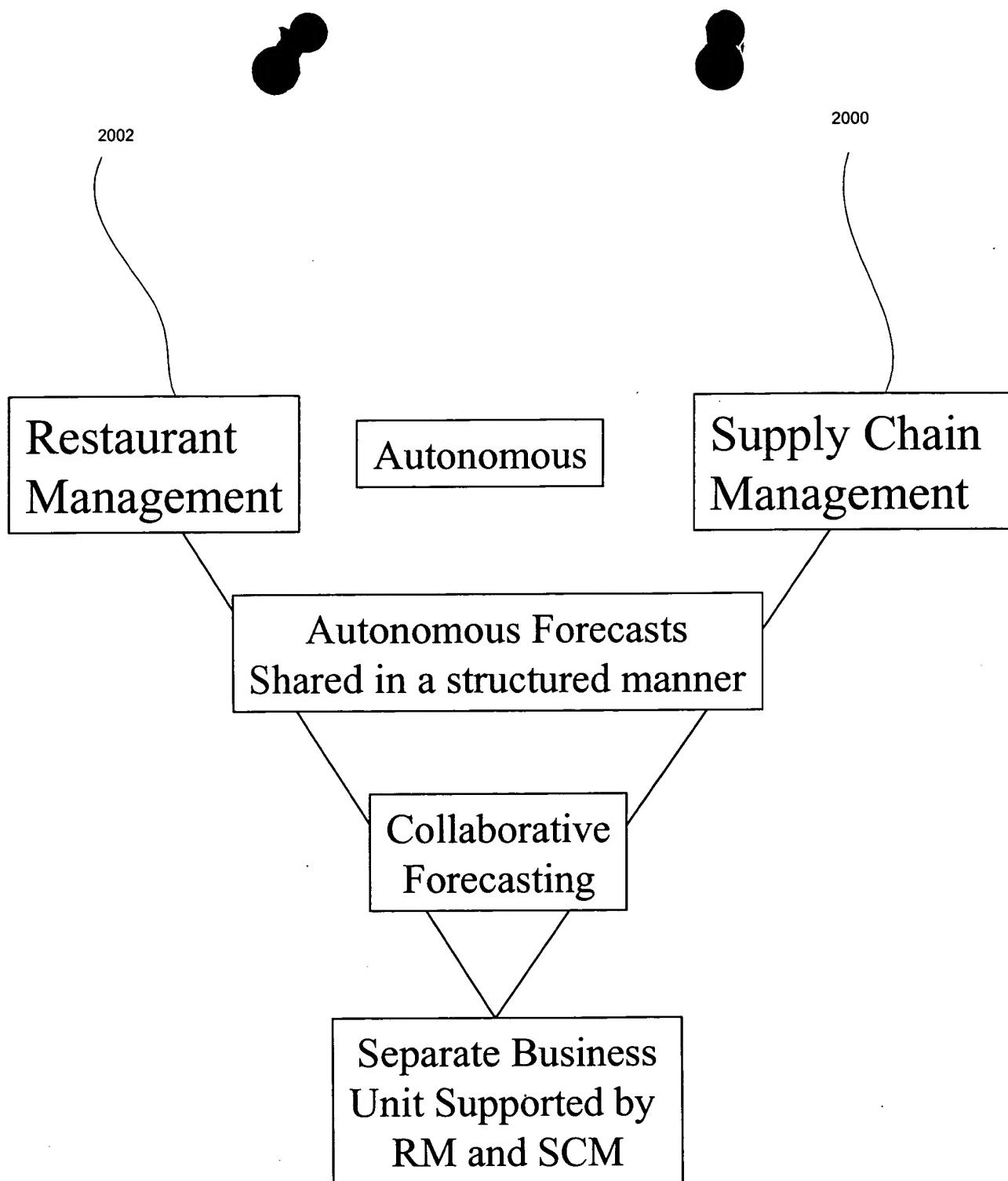
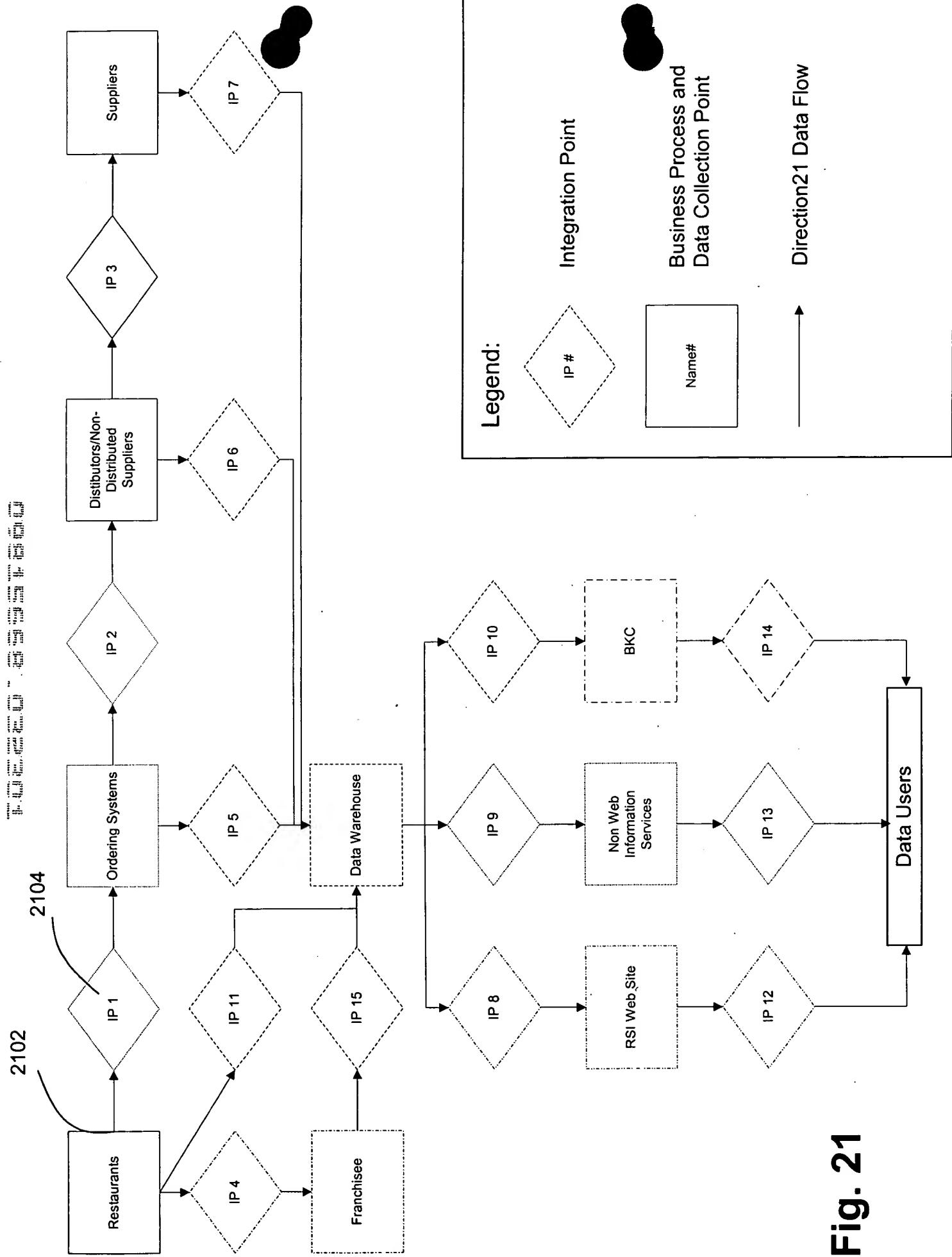


Fig. 20



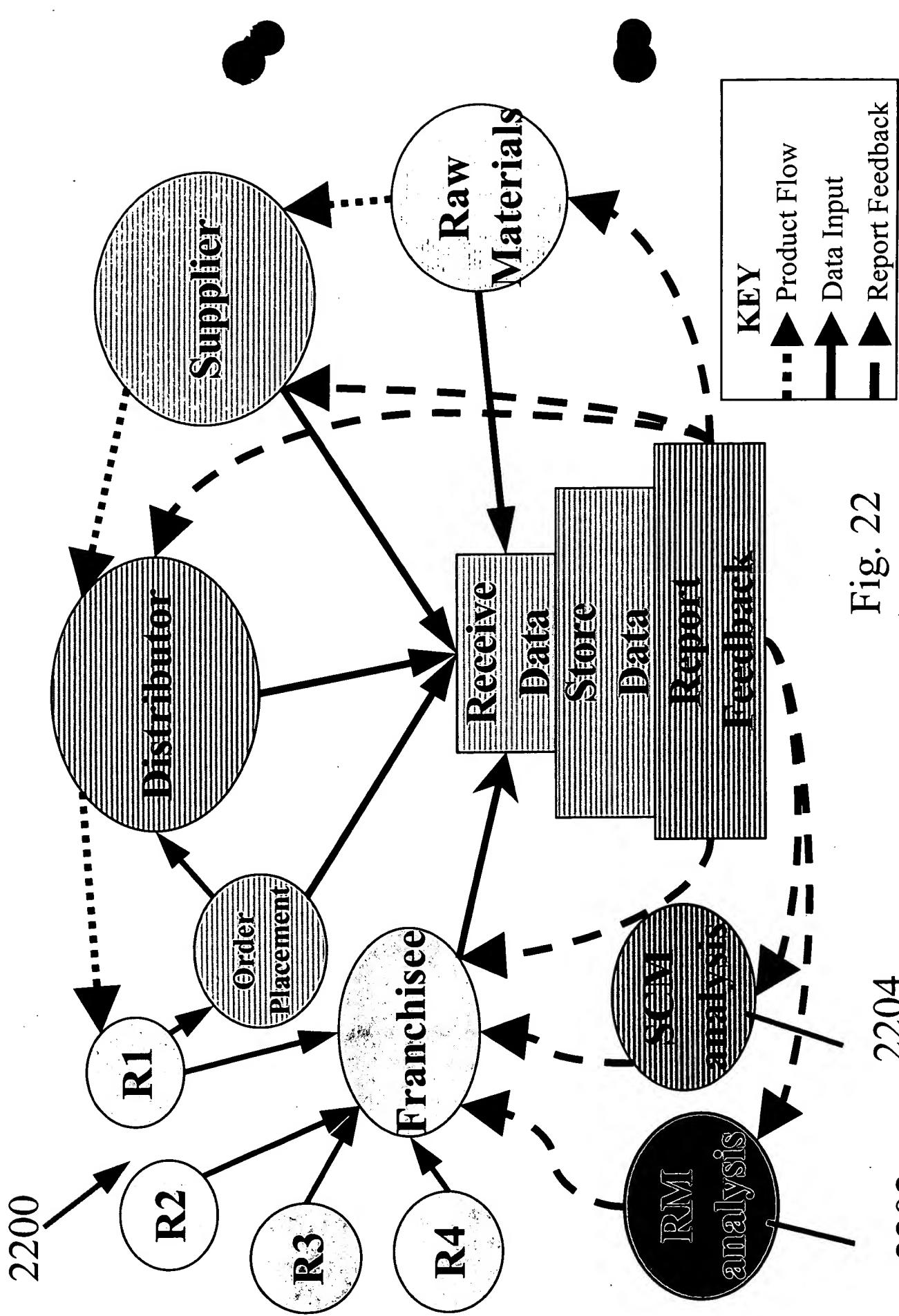
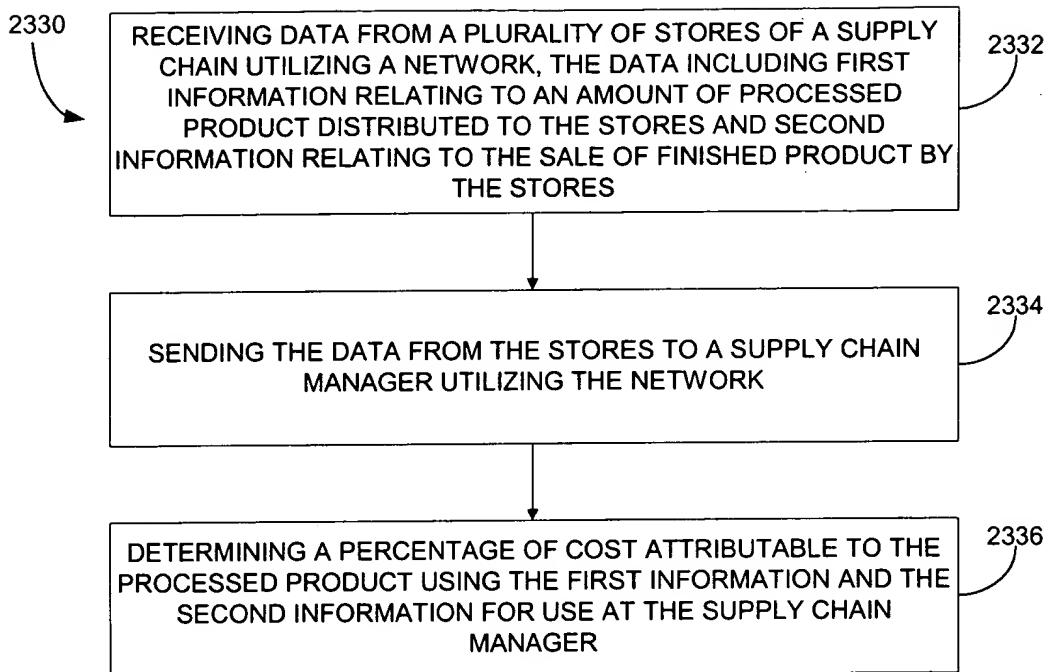


Fig. 22

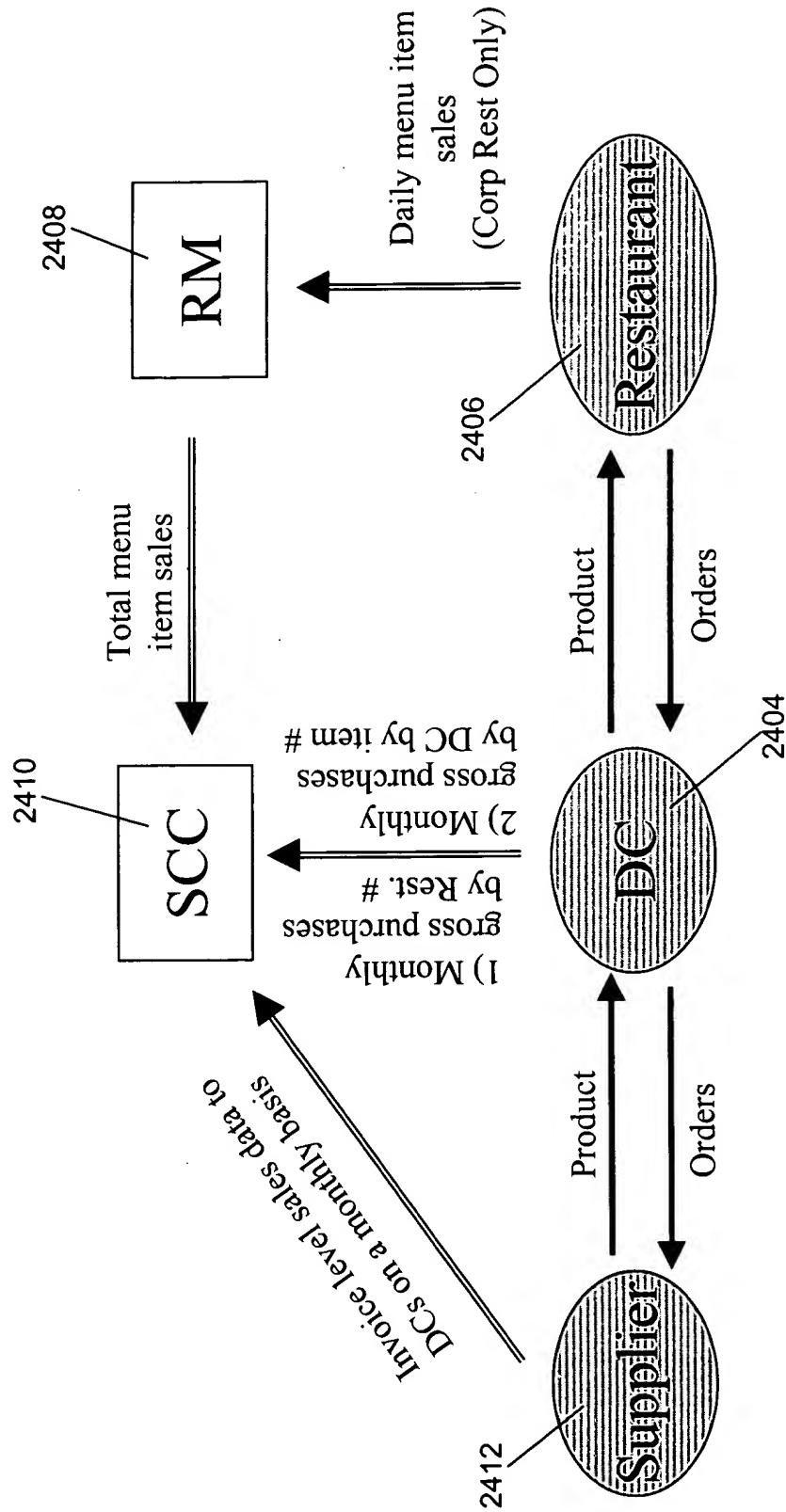
2204

2202

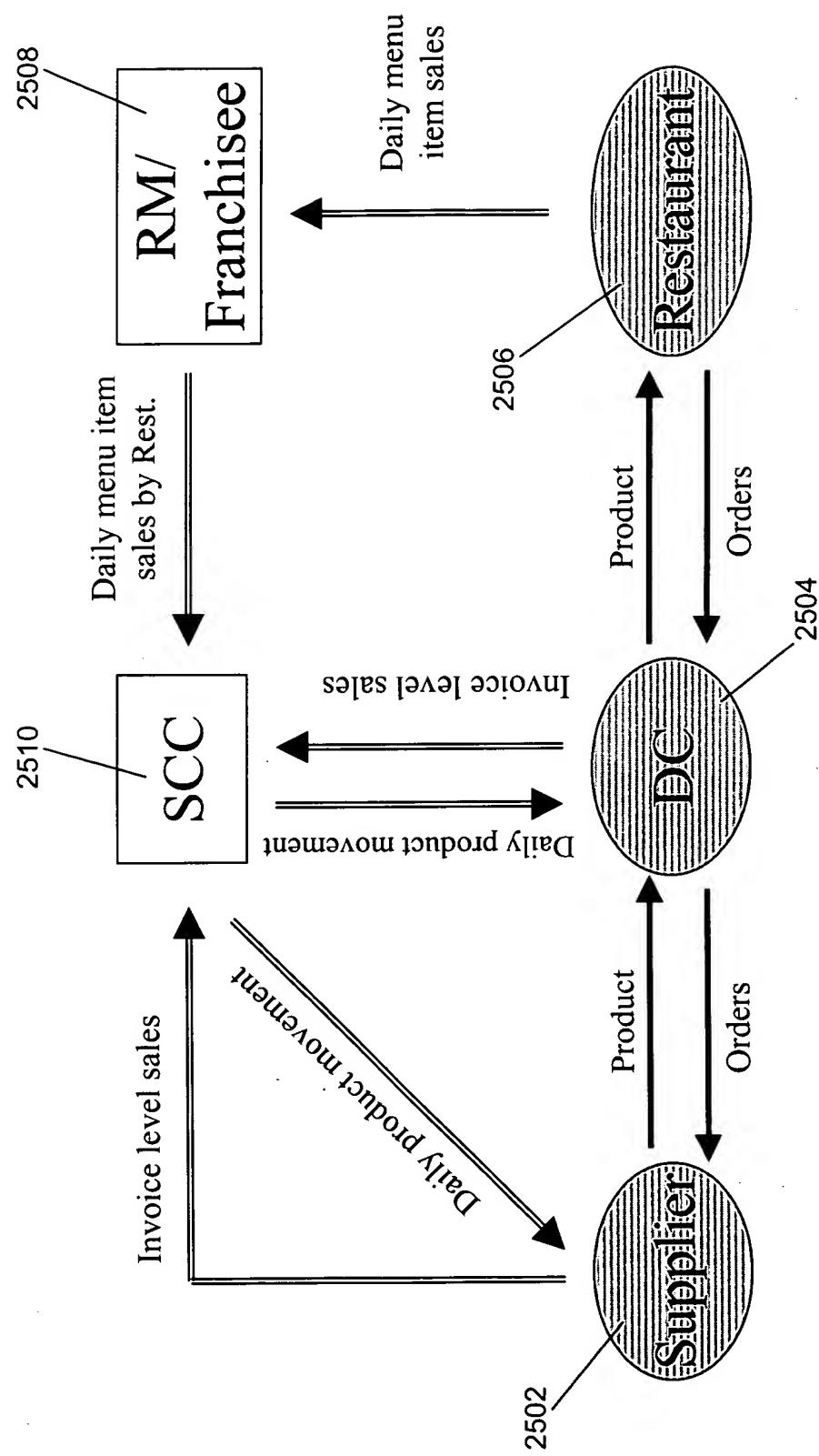


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

**FIG. 20**

2600 →

2602 →

2604 →

Week	Sales Forecast Worksheet - System						Forecast									
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
<b>Sales History/Forecast Total (\$/store)</b>																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	2.9	3.1	3.0	2.2
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.0	2.1	2.0	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1

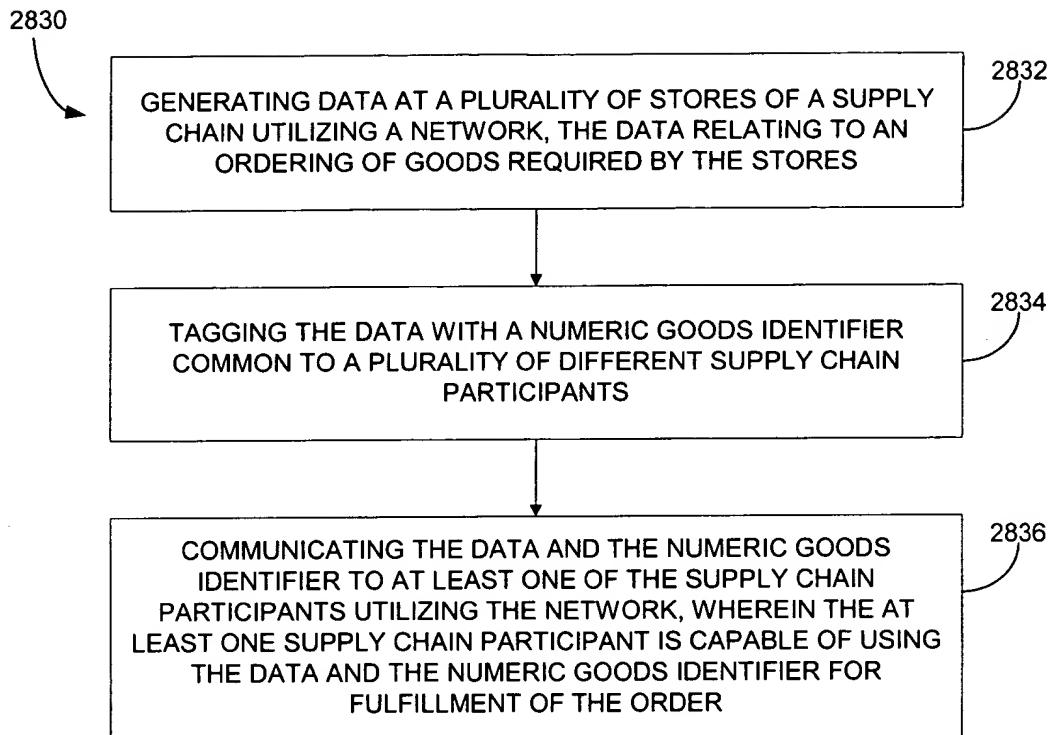
# FIG. 27

2700

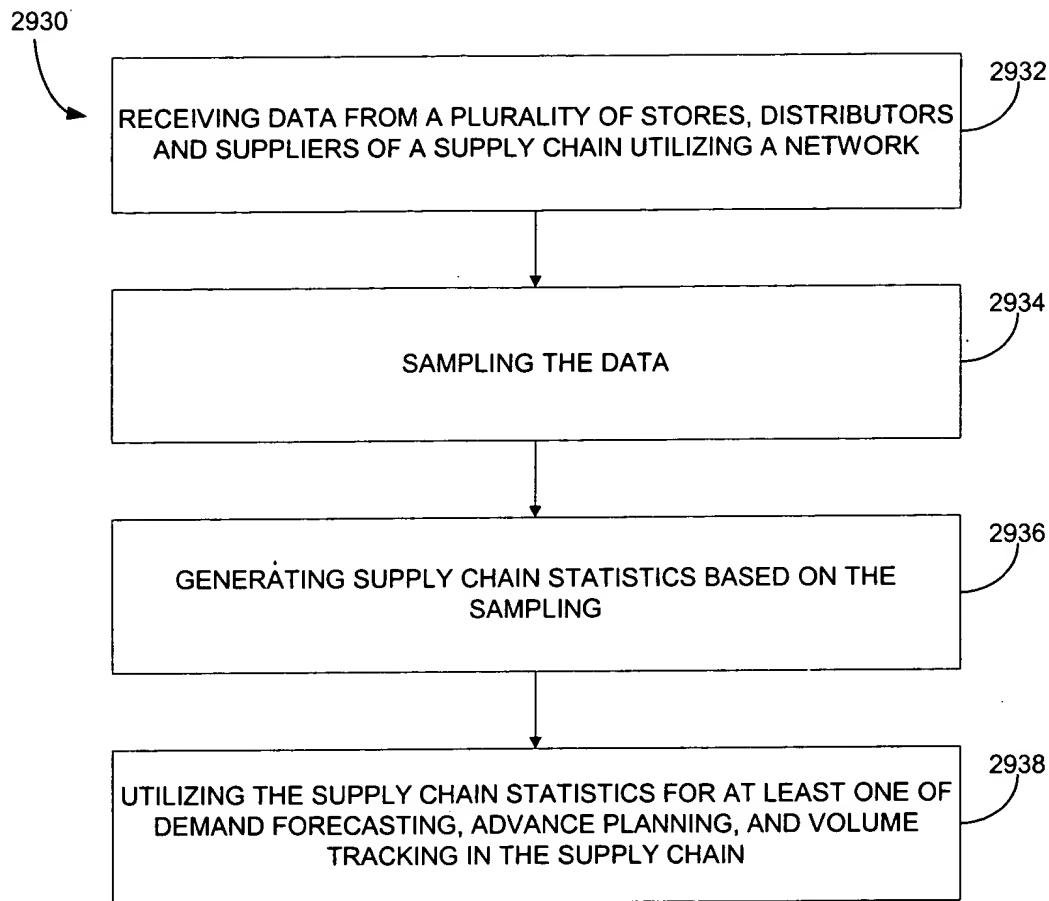
## Promotional Monitor - System & Regional

Category	Segment	History				Week #1				Total	
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales (\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products (units/restaurant/week)											\$26,250
<b>Whopper</b>											
Whopper	VWHOPPERS	215	211	228	269	32	34	37	37	40	60
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>											
Whopper	VWHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>											
Whopper	VWHOPPERS	6.5%	8.0%	8.0%	6.5%	6.6%	6.6%	6.6%	6.6%	7.0%	7.7%
	WHOPPERS W/CHEESE	9.0%	9.0%	9.0%	9.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
	YWWM WHOPPERS	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
Whopper Total		8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

2702



**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs				Overlooked and Not Returned		Total Operations	
	Cases:	Damages		MisPicks	Short on Truck	Overlooked and Not Returned		
		Percent	Cases					
	154	0.23%	68	62	284	568		
			0.10%	0.09%	0.43%	0.00%	0.86%	

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1,060	1.61%
<b>Grand Total:</b>	<b>1,628</b>	<b>2.48%</b>

Delivery Order Fill Rate: 97.52%

## On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
<b>On-Time Delivery Rate:</b>	<b>0.00%</b>

**FIG. 30**

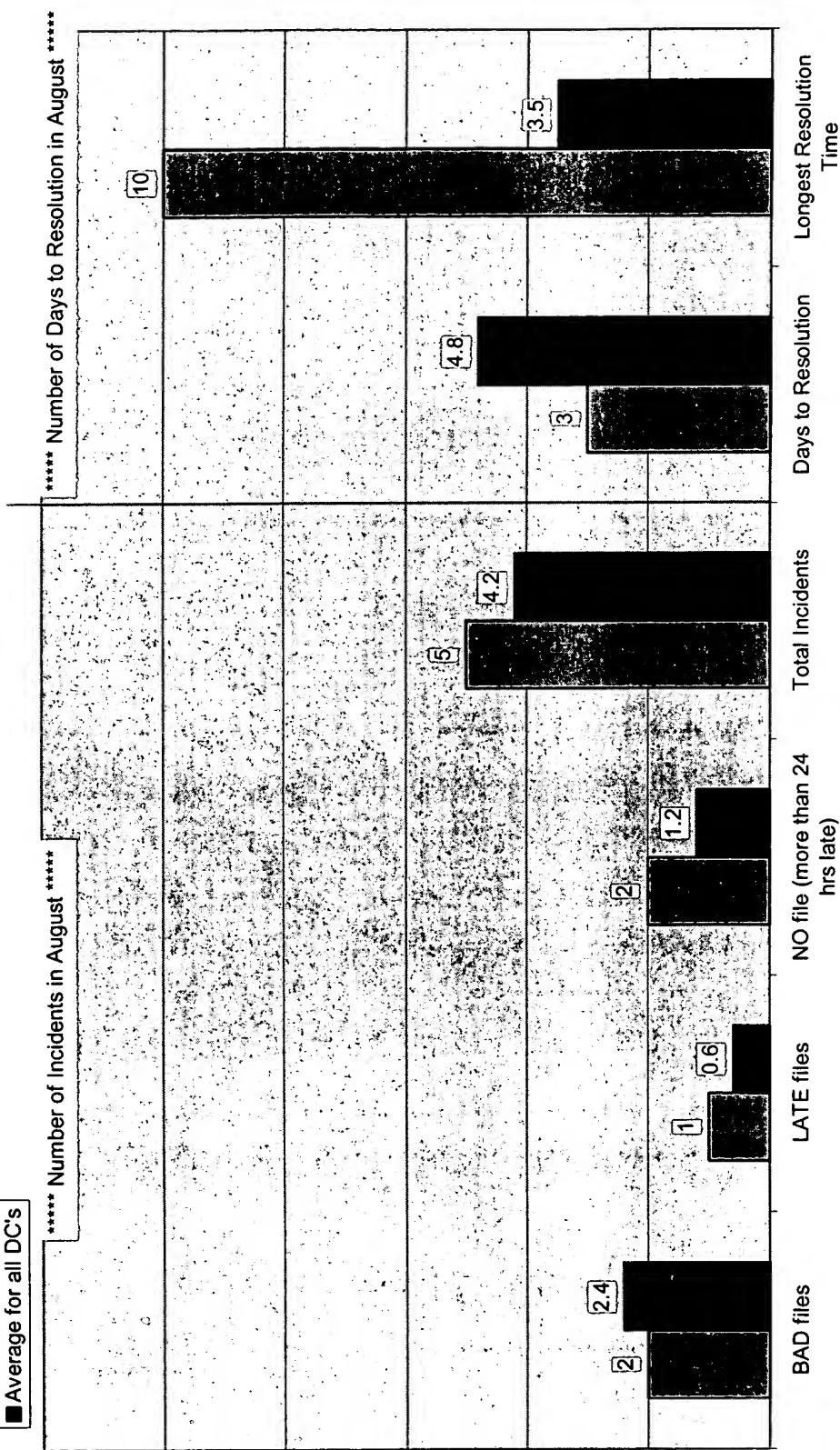
## Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
<b>Perfect Order Rate:</b>	<b>58.85%</b>

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**

■ Alliant  
■ Average for all DC's

3100



**FIG. 31**



## Service Level Reporting

### August

3200

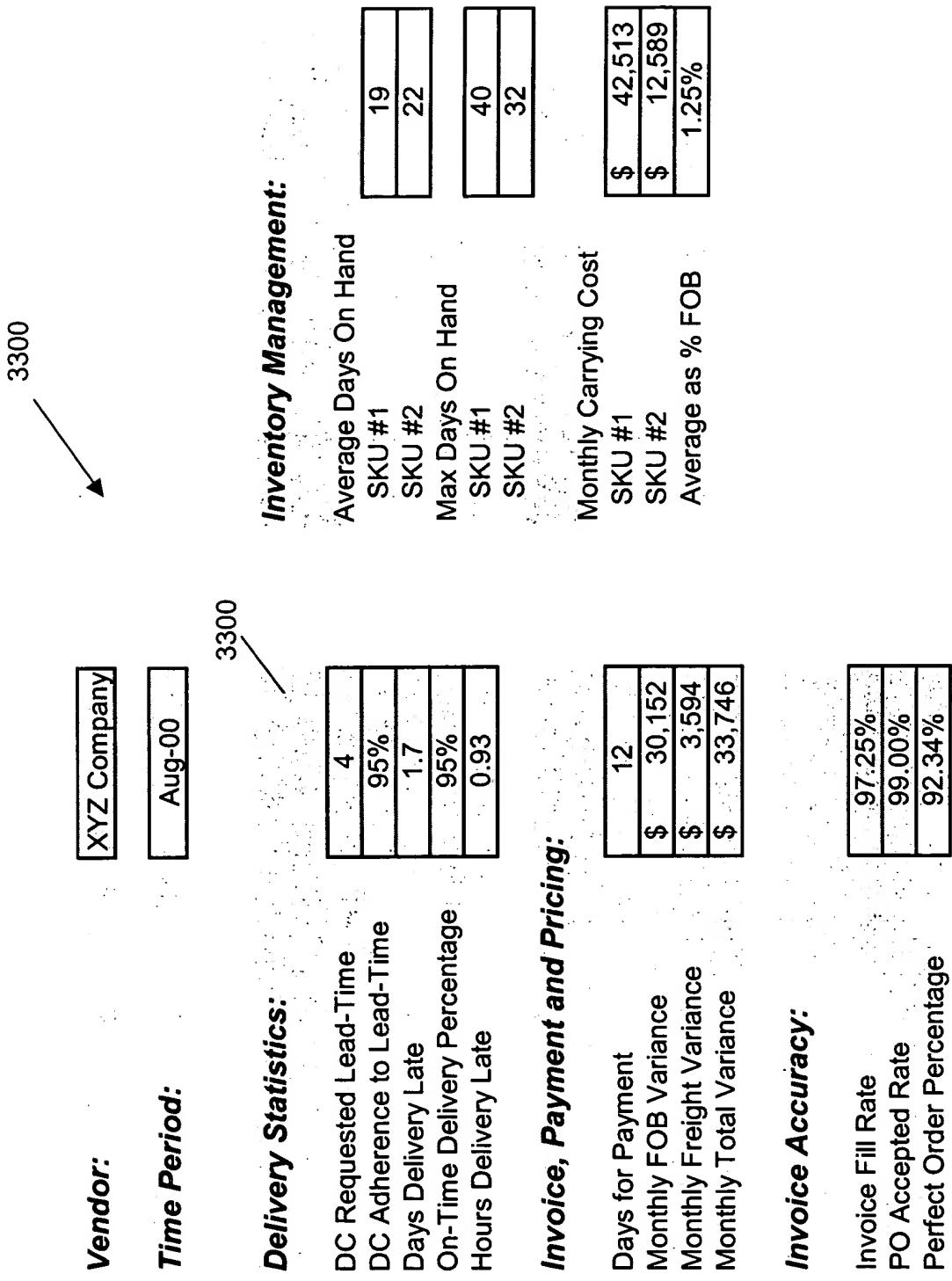
	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	98.74%	89.93%
Alliant-Topeka	99.05%	92.91%	78.70%
Alliant-Wixom	99.34%	96.51%	80.60%
King-Atlanta	99.35%	96.51%	80.60%
King-Jacksonville	99.35%	96.51%	80.60%
King-Louisville	99.25%	96.51%	80.60%
Maines-29-Conklin	99.41%	92.91%	79.25%
Maines-30-Cleveland	99.41%	92.91%	79.83%
Maines-Long-Island	99.13%	#DIV/0!	#DIV/0!
Maines-New-England	99.13%	#DIV/0!	#DIV/0!
MBM-Fullerton	99.13%	#DIV/0!	#DIV/0!
MBM-Lewisville	99.13%	#DIV/0!	#DIV/0!
MBM-Orlando	99.13%	#DIV/0!	#DIV/0!
MBM-Rocky-Mount	99.13%	92.45%	#DIV/0!
McGabe's	99.80%	99.72%	96.84%
McLane-Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	98.05%	85.37%
P&D Supply	99.16%	99.72%	80.12%
PFG-Victoria	99.42%	#DIV/0!	#DIV/0!
PYAV-Monarch	99.20%	97.49%	80.47%
Reinhardt-Cedar-Rapids	99.05%	93.65%	80.47%
Reinhardt-Oak-Creek	99.31%	93.35%	80.47%
Reinhardt-Rogers	99.50%	95.49%	80.47%
RestaurantNW	99.03%	99.03%	80.47%
Shamrock-Commerce-City	99.54%	94.83%	85.13%
Shamrock-Phoenix	98.81%	93.83%	82.69%
Sigma-Harrisburg	99.69%	99.69%	80.00%
Sigma-Stockton	99.69%	99.69%	80.00%
Sysco	99.68%	99.68%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	Did'n't meet RSI Min.
	Did'n't meet BK Min.

FIG. 32

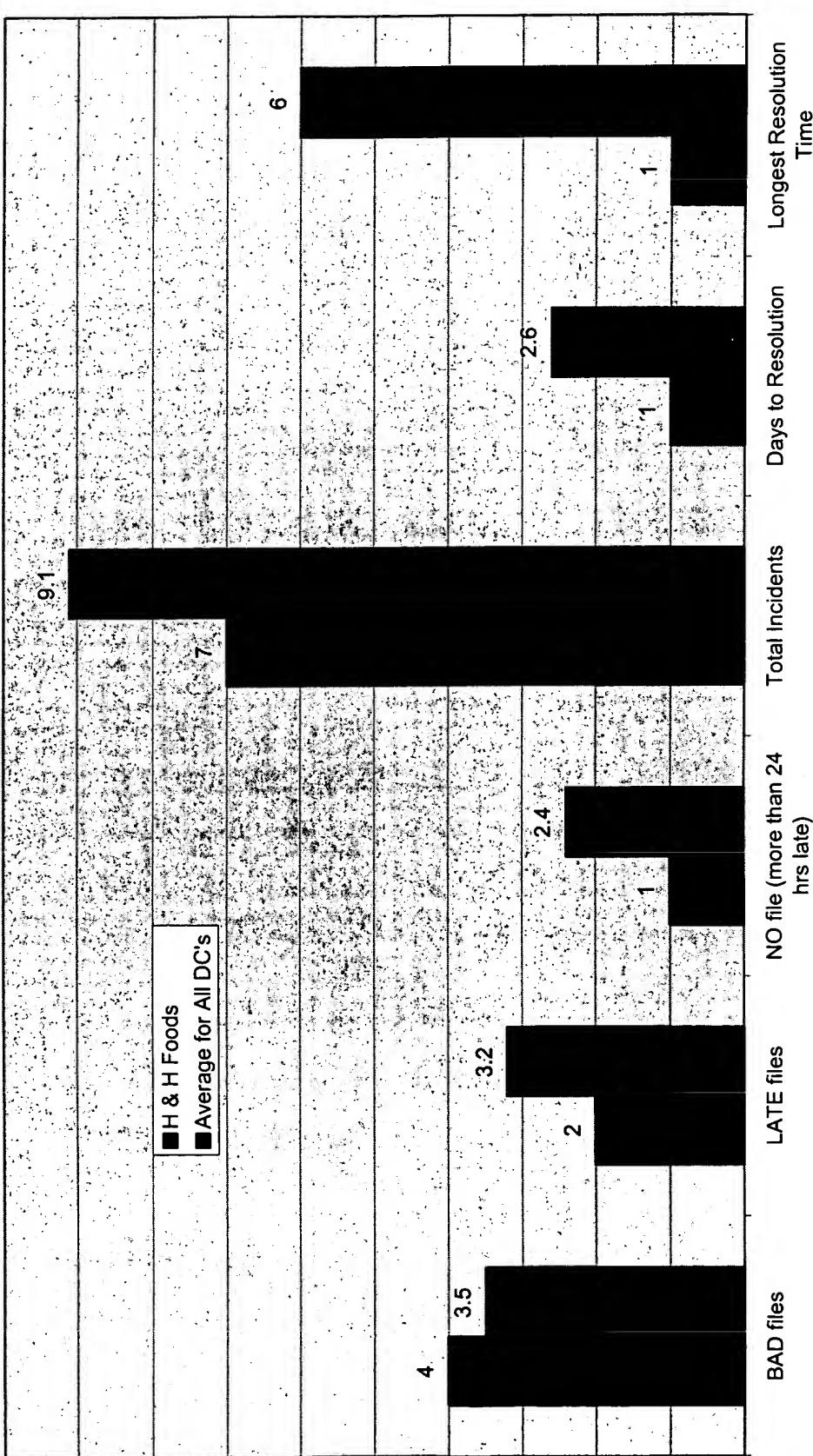
# FIG. 33



**FIG. 34**

**H & H Foods - Monthly Supplier Data Feed Performance**  
**August 2000**  
**Mock Report**

3400



**FIG. 35**



3500

**Service Level Reporting  
November - Mock Report**

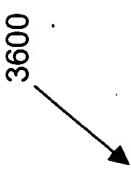
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904	97.39%	2.33%
COMARK INSTRUMENTS LTD.	\$0	97.39%	2.41%
WHITEFORD FOODS INC.	\$0	92.17%	2.16%
LEPAGE BAKERY//COUNTRY KITCHEN	\$0	95.33%	1.63%
NC RESYS/TELEMEDIA	\$0	95.33%	1.50%
SIGNATURE MEATS GROUP	\$0	95.33%	1.25%
SCHWEIBER'S BAKING CO.	\$0	95.33%	1.43%
WAUICUP	\$0	95.33%	1.90%
MIRAPLASTICS	\$0	95.33%	
DIXIE PRODUCE & PACKAGING	\$0	98.64%	
NORLAKE INC.	\$0	98.64%	
FORTH JAMES OPERATING COMPANY	\$0	98.64%	
FRESH ADVANTAGE KG	\$0	98.64%	
SILVERKING-ALM CORP	\$0	98.64%	
TYSON FOODS	\$0	98.64%	
READY ACCESS	\$0	98.64%	2.44%
GEORGIA PACIFIC TISSUE	\$0	98.64%	2.51%
COUGHERN INC/PACKAGING	\$0	93.33%	2.03%
BEVERAGE-2-AIR	\$0	93.33%	
COMPONENT HARDWARE GROUP INC	\$0	93.33%	
COCACOLA USA	\$1,1900	93.55%	1.55%
TOASTMASTER	\$0	95.33%	2.20%
GRANT COUNTY FOODS	\$0	95.33%	
FRESH EXPRESS	\$0	95.33%	1.04%
TAYLOR FARMS	\$0	95.33%	
MODULAR DISPENSING SYSTEM	\$0	95.33%	
CENTURY PRODUCT SYSTEM	\$0	95.33%	
ROSE PACKING COMPANY	\$0	93.33%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

3600

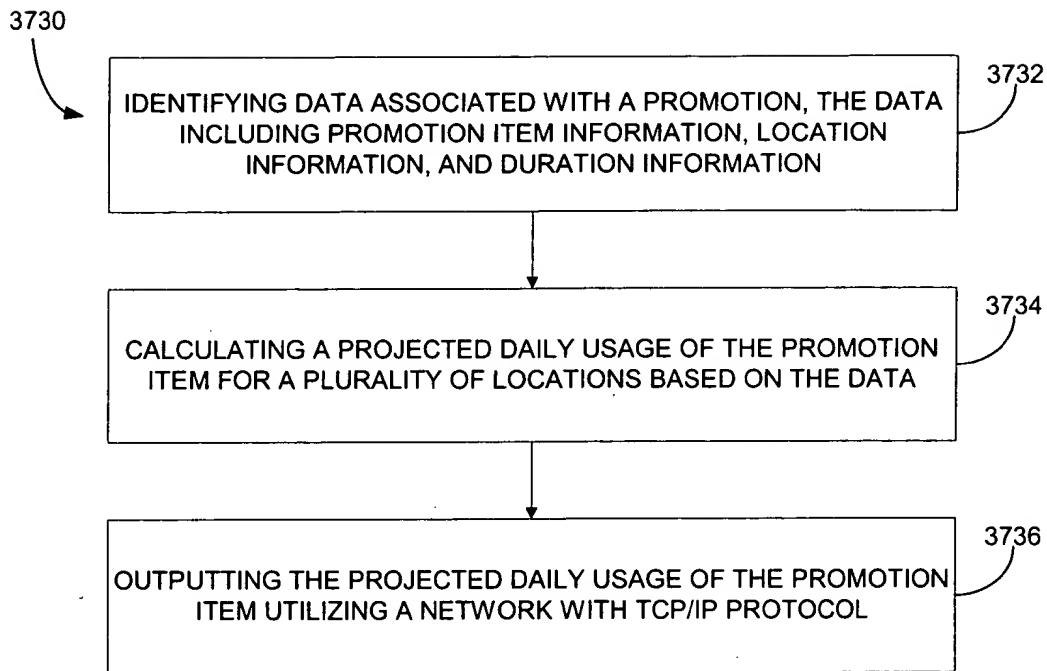


	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>								
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44
Actual		99.10	98.90					99.92
Variance		0.59	0.30					
Good/(Bad)								
<b>Total Dollar Purchases (in Millions) /2</b>								
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47
Actual		\$182.84	\$182.08					\$186.83
Variance		\$1.14	\$0.65					
Good/(Bad)		0.6%	0.4%					

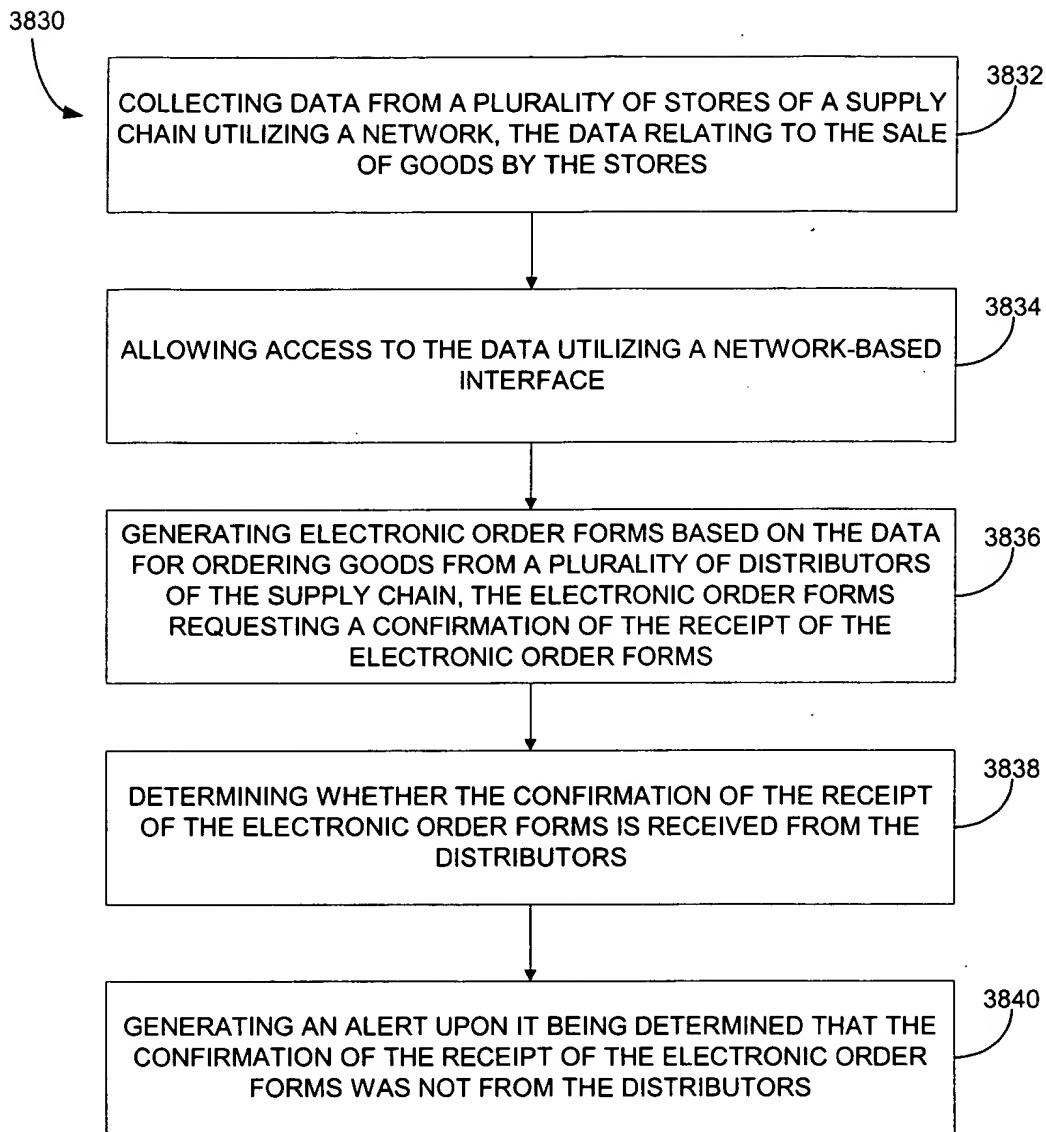
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

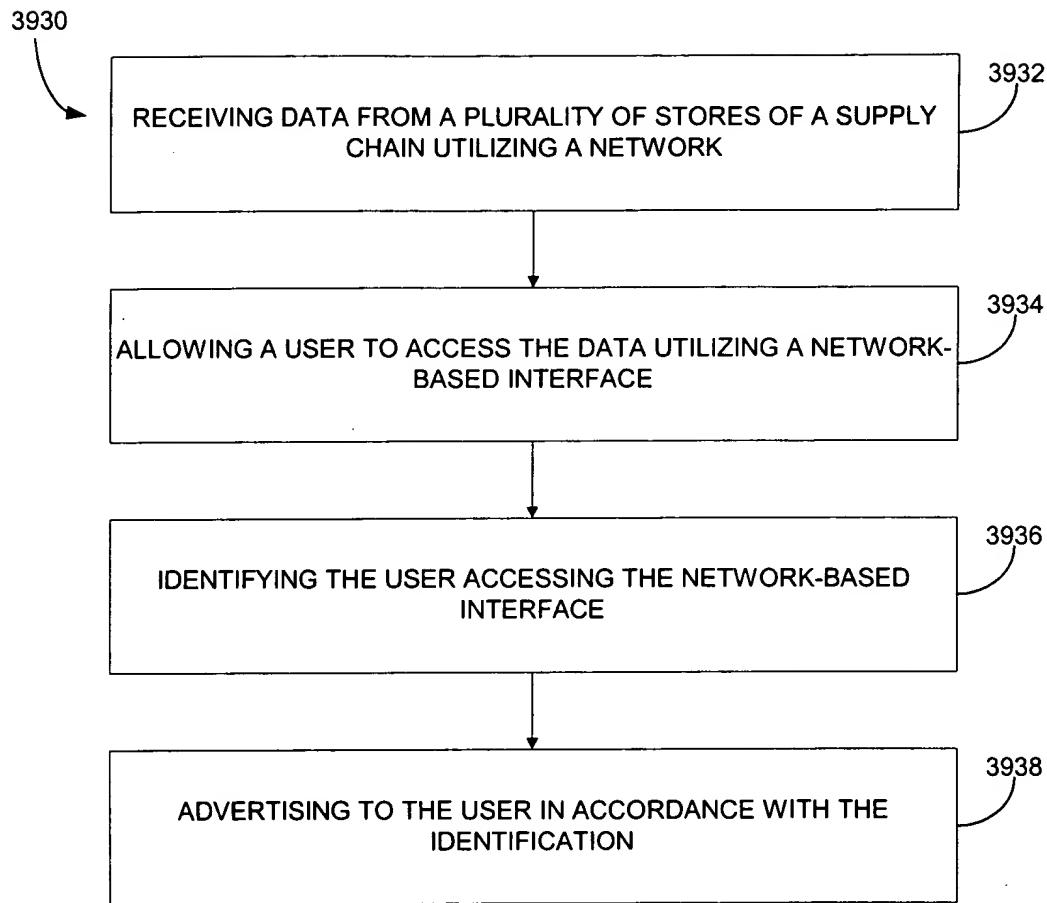
## FIG. 36



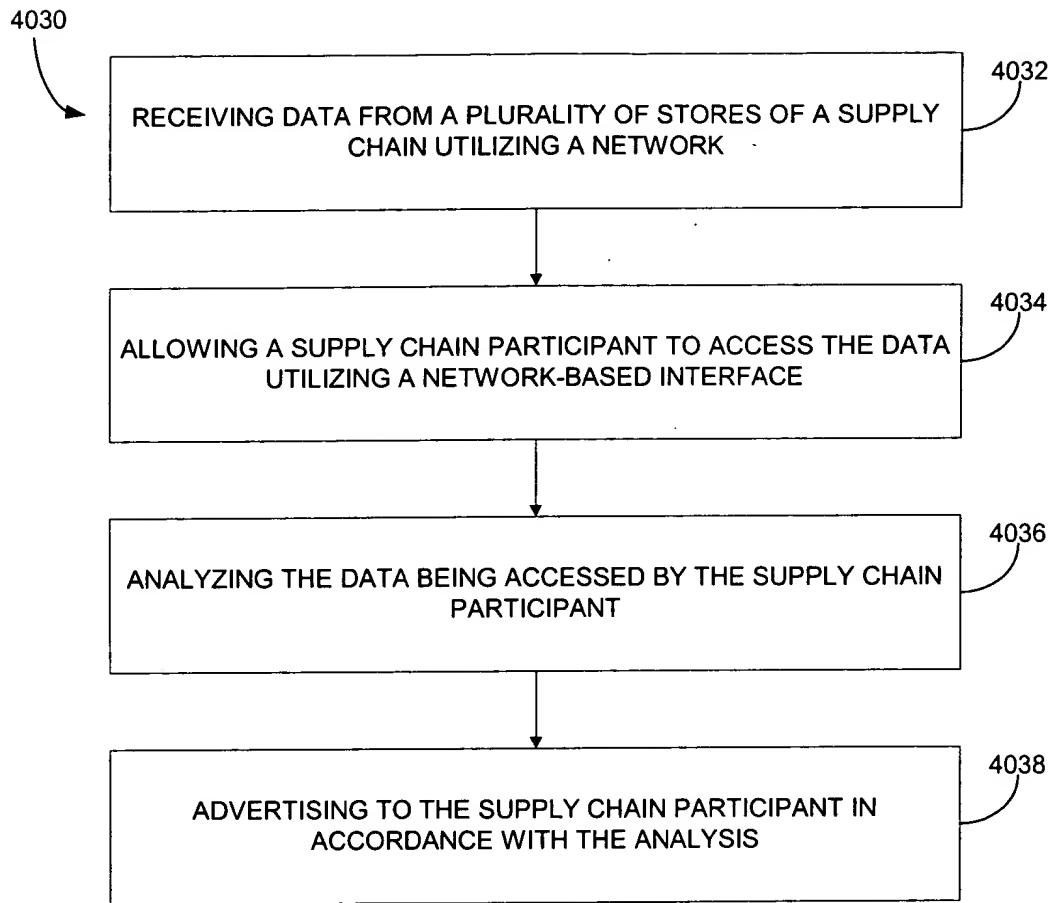
**FIG. 37**



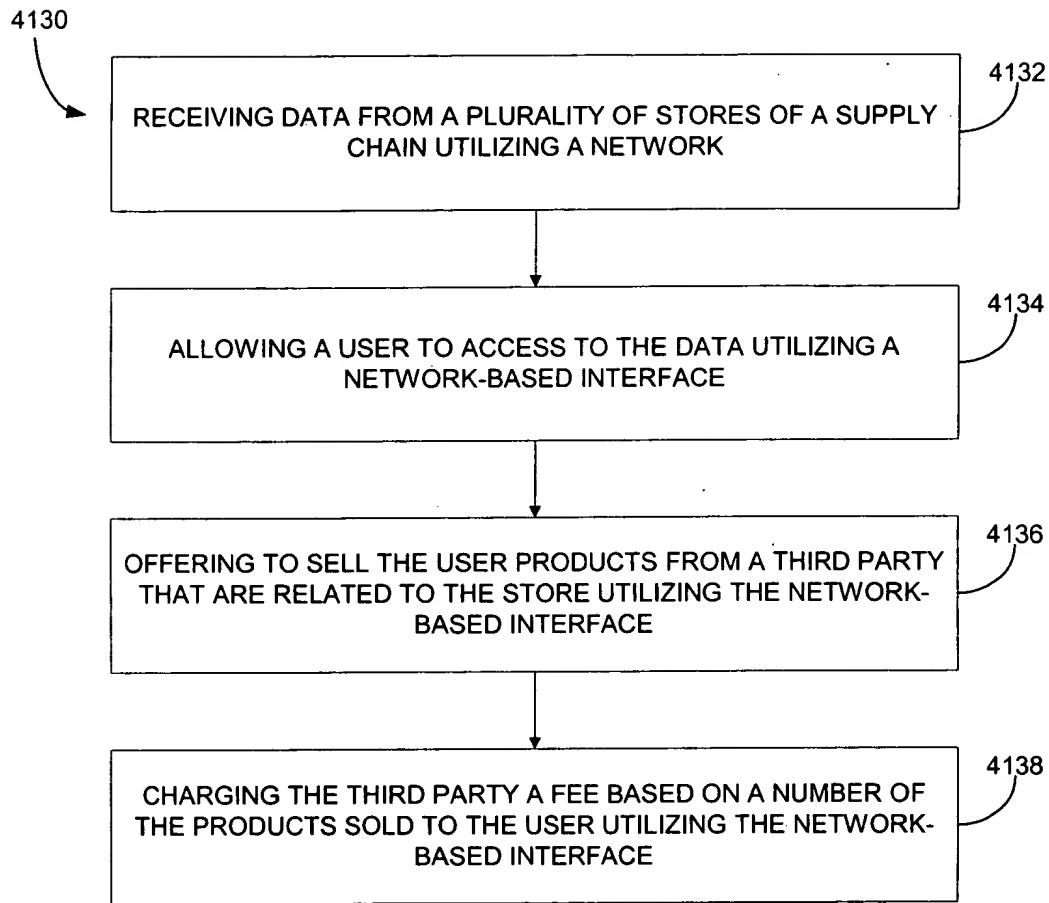
**FIG. 38**



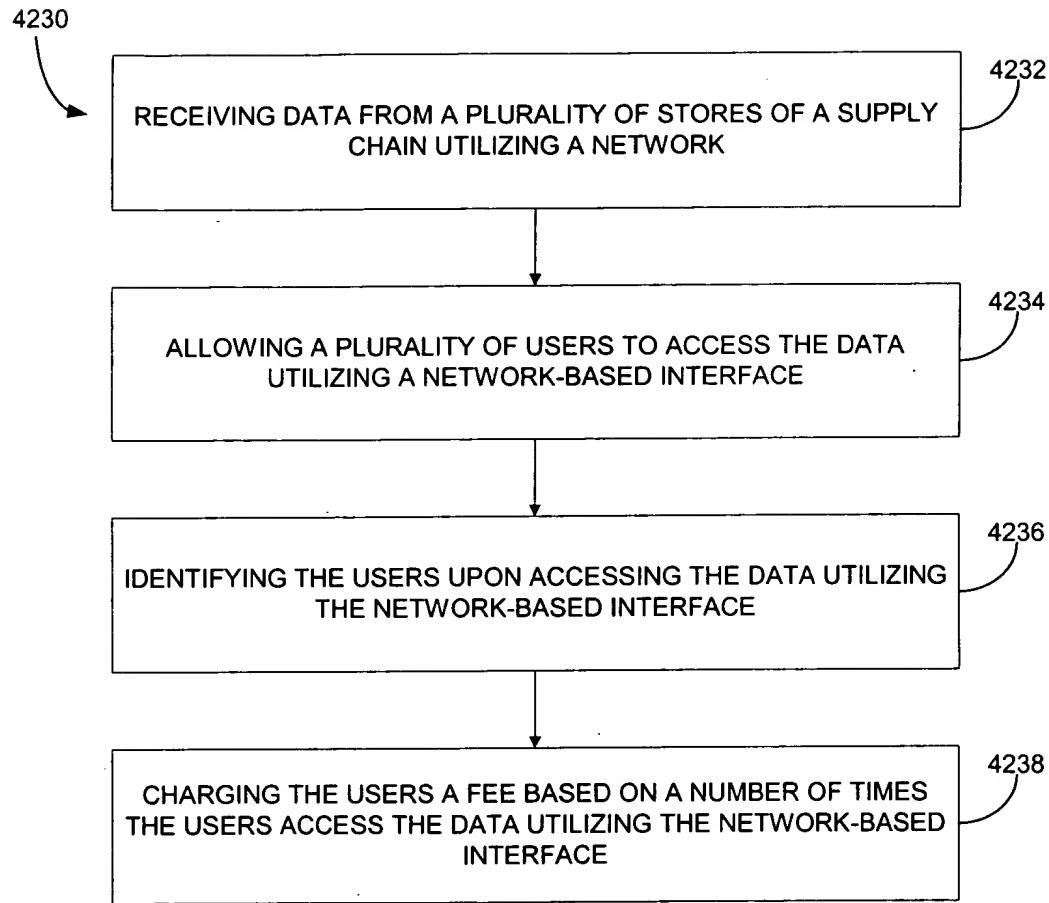
**FIG. 39**



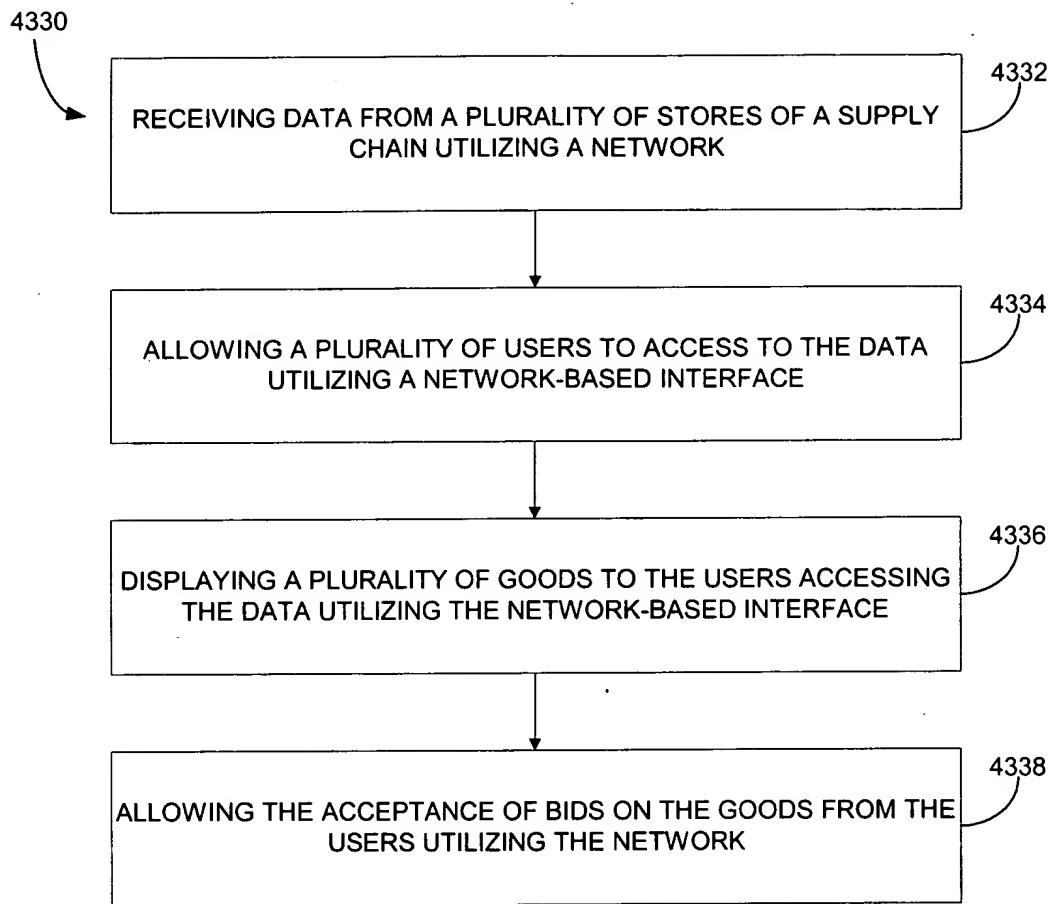
**FIG. 40**



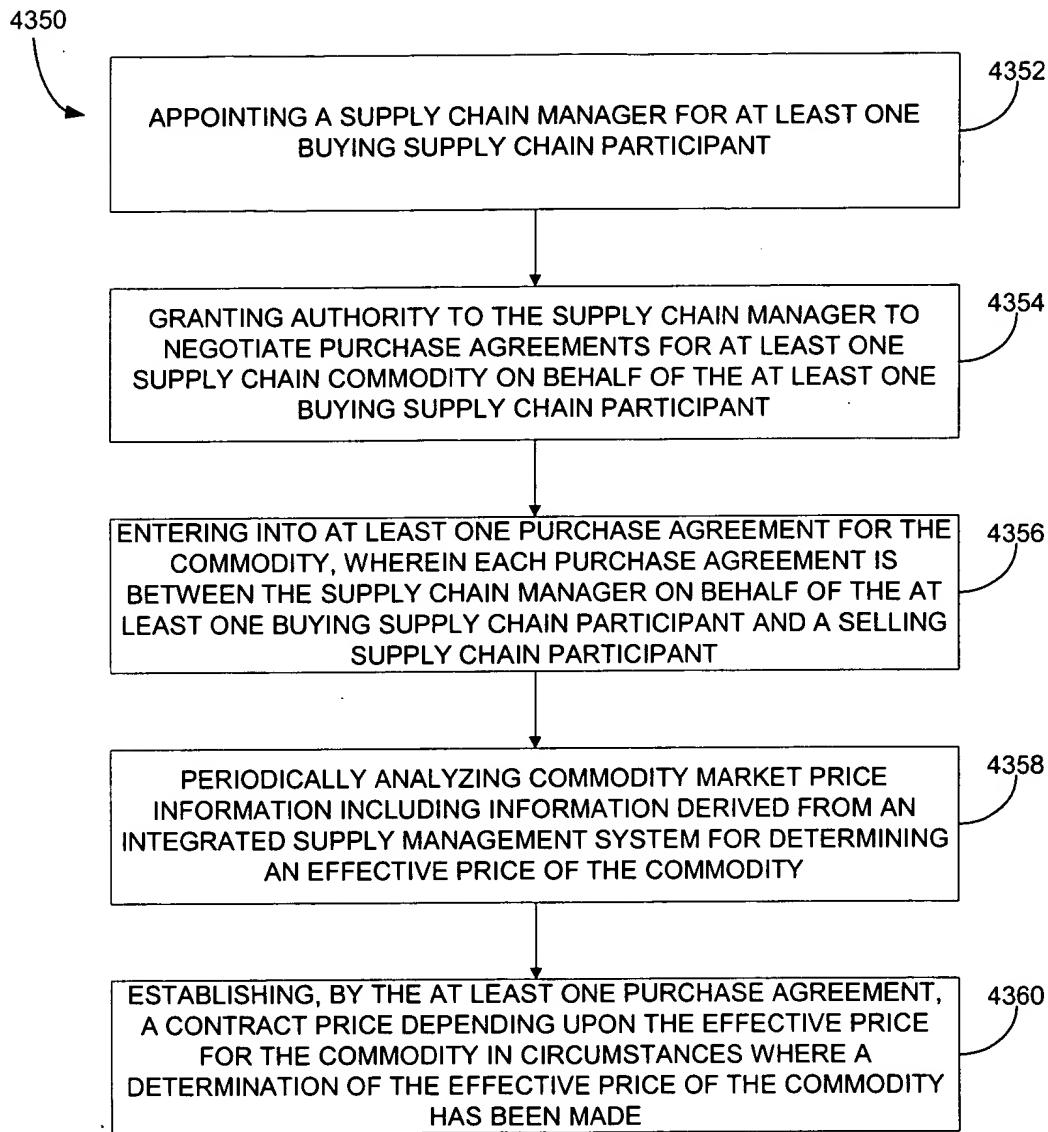
**FIG. 41**



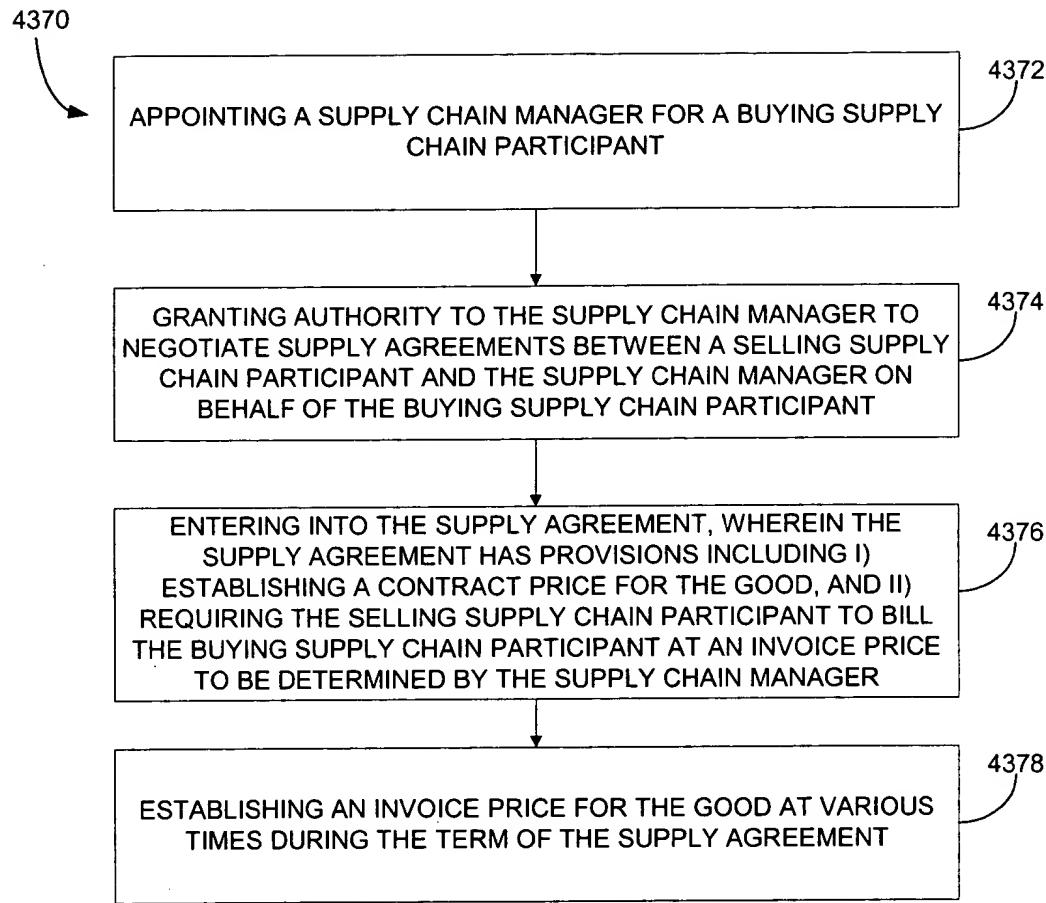
**FIG. 42**



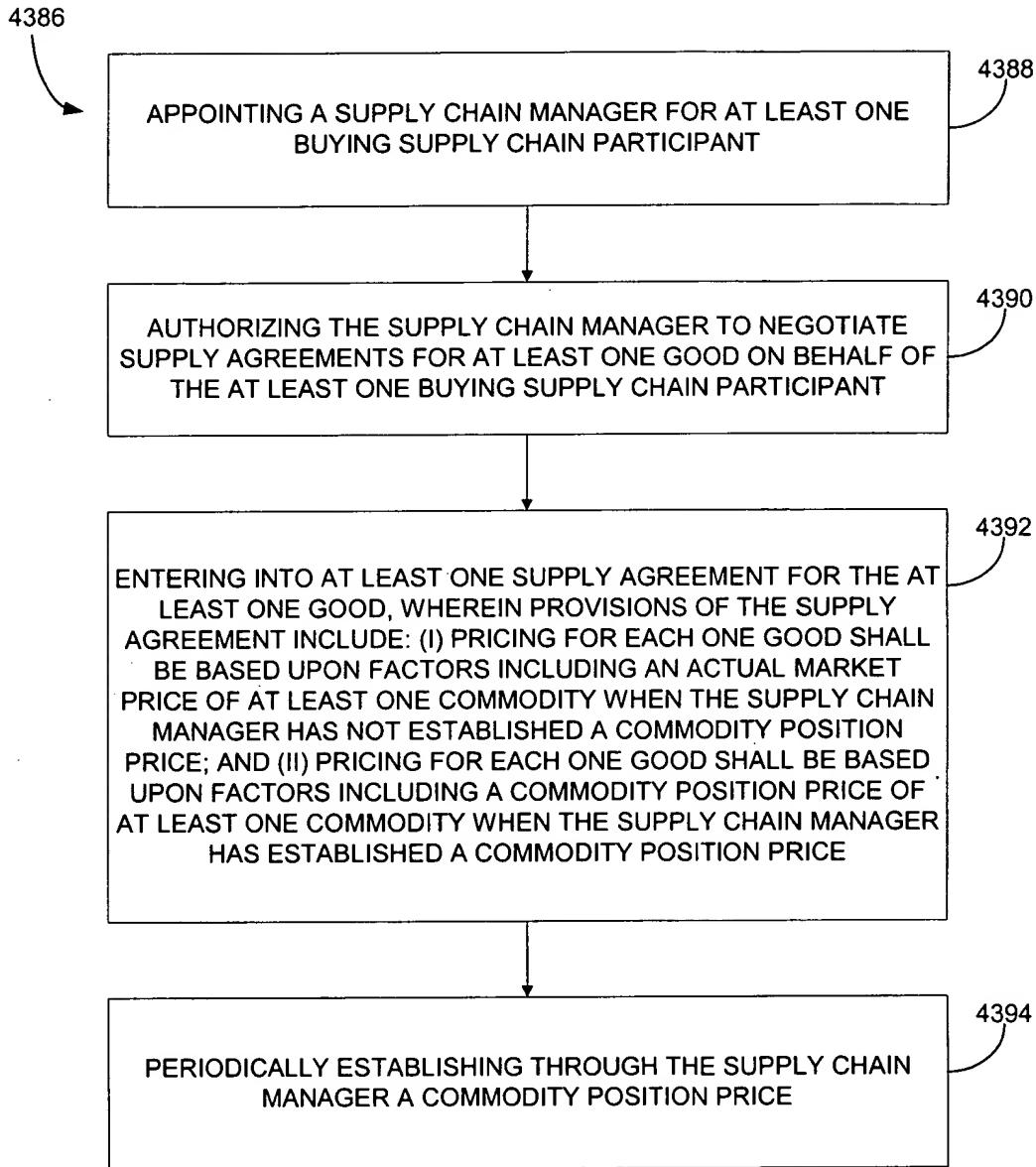
**FIG. 43A**



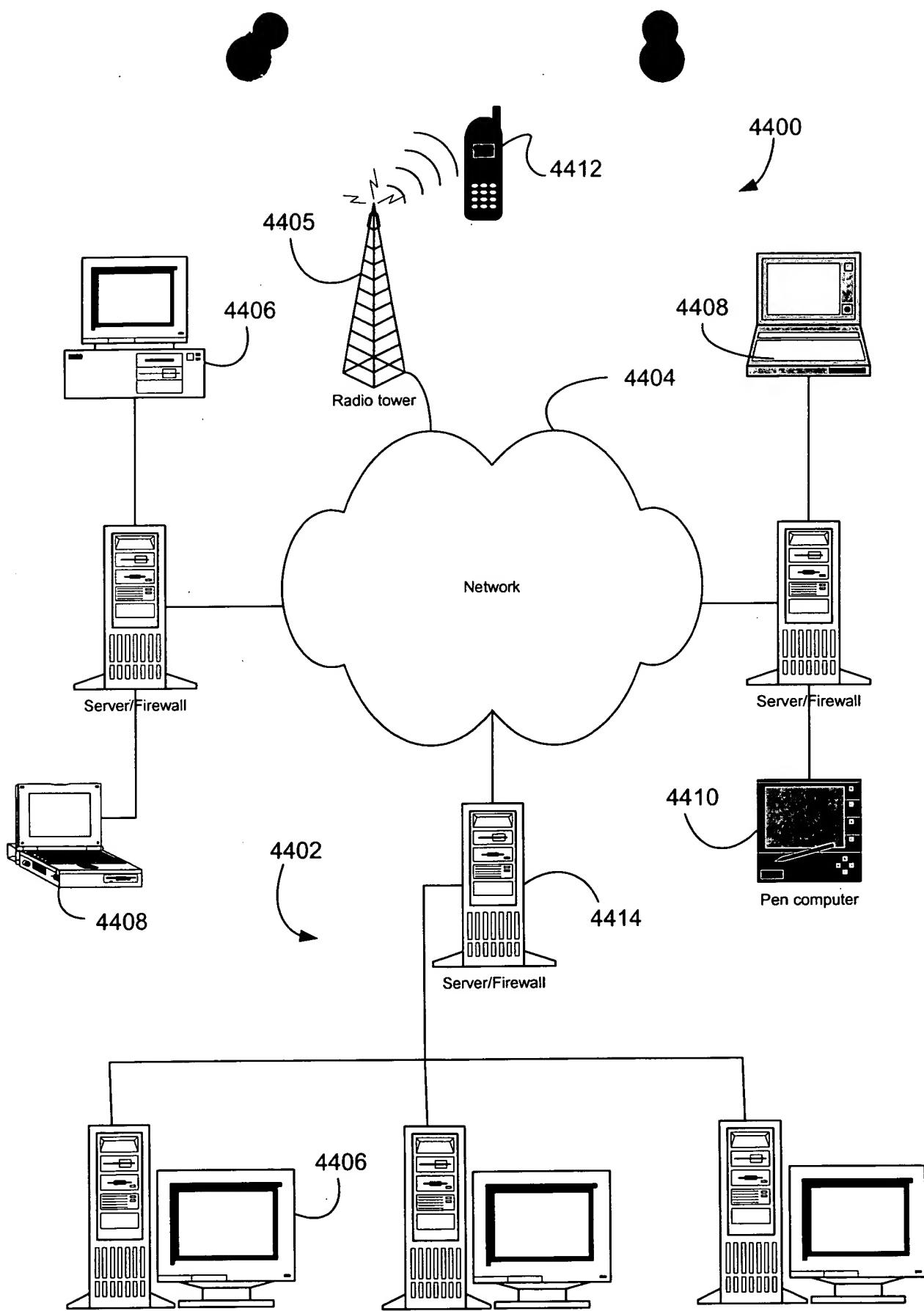
**FIG. 43B**



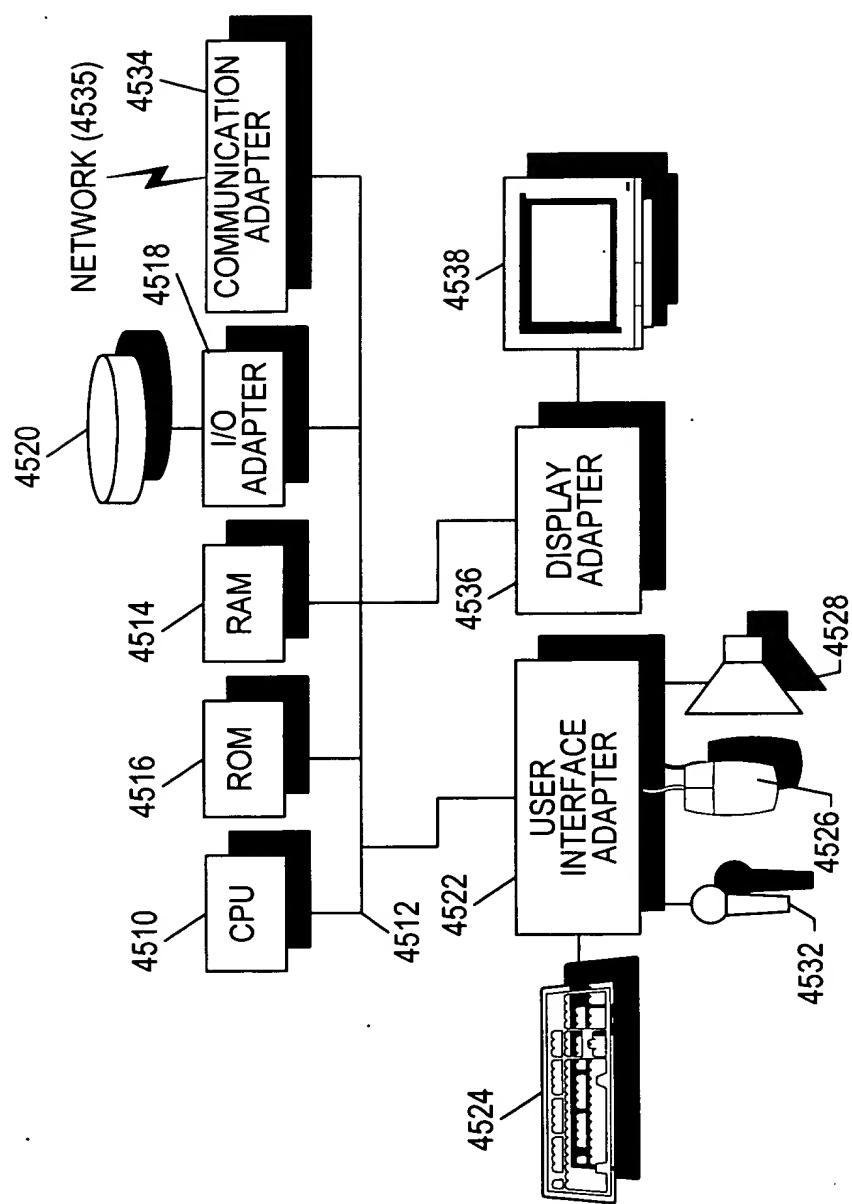
**FIG. 43C**



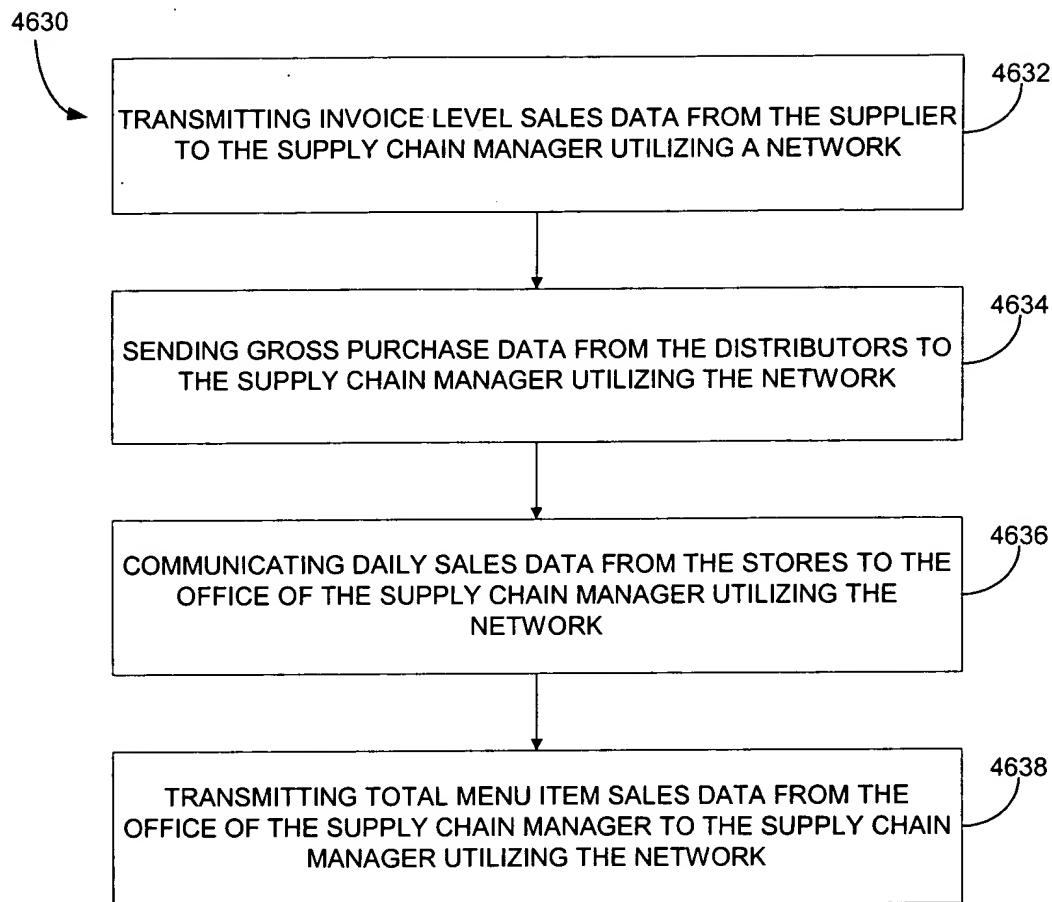
**FIG. 43D**



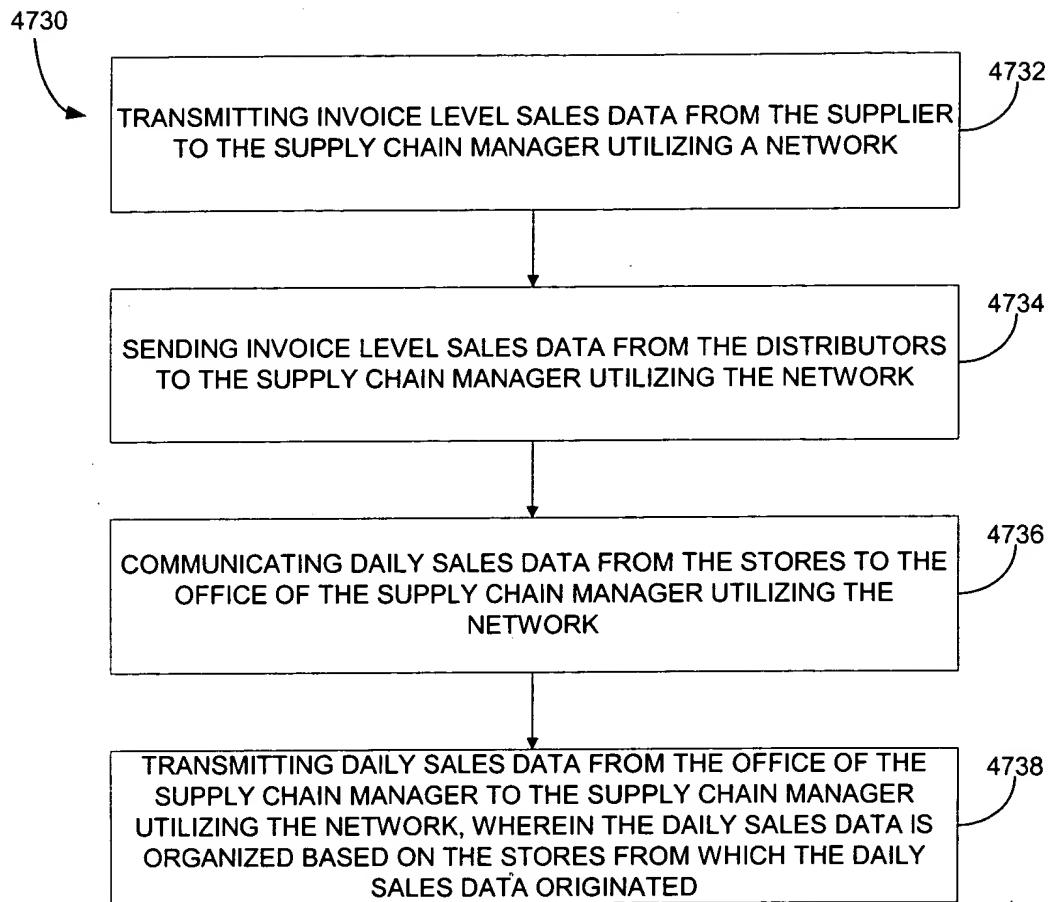
**FIG. 44**



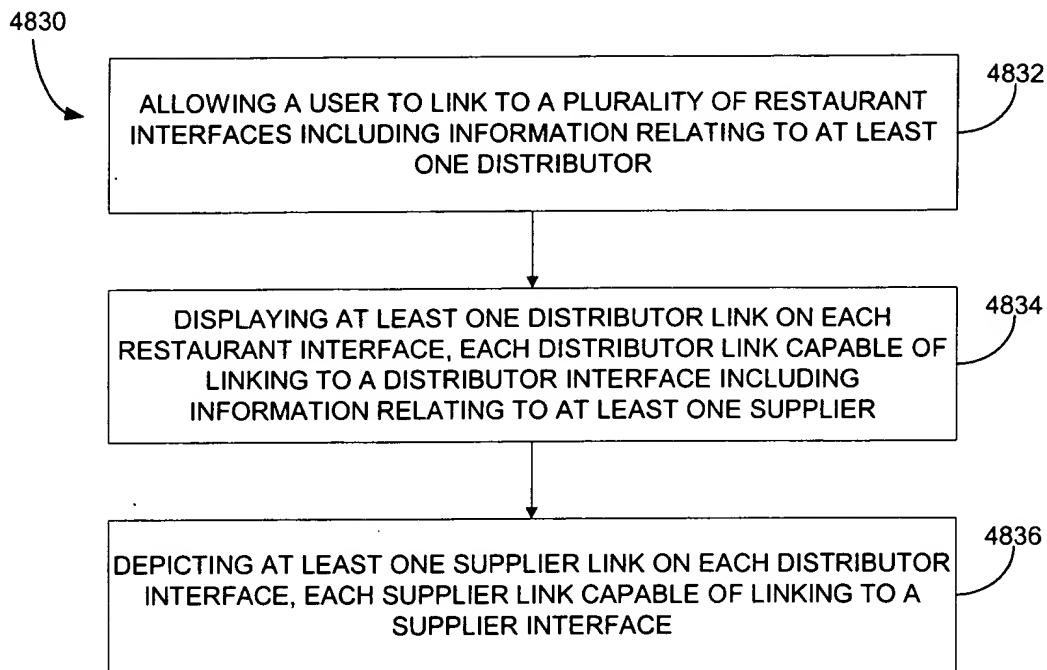
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**

File Edit View Favorites Tools Help

Address  http://www.rsiweb.com/home/index.asp

**RSI**

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

4902

4904

4900

4900

**About RSI**

User Name  Franchisee

Password

Enter Site

Click For Help

Restaurant Services, Inc. (RSI) is an independent member owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "distribution" and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

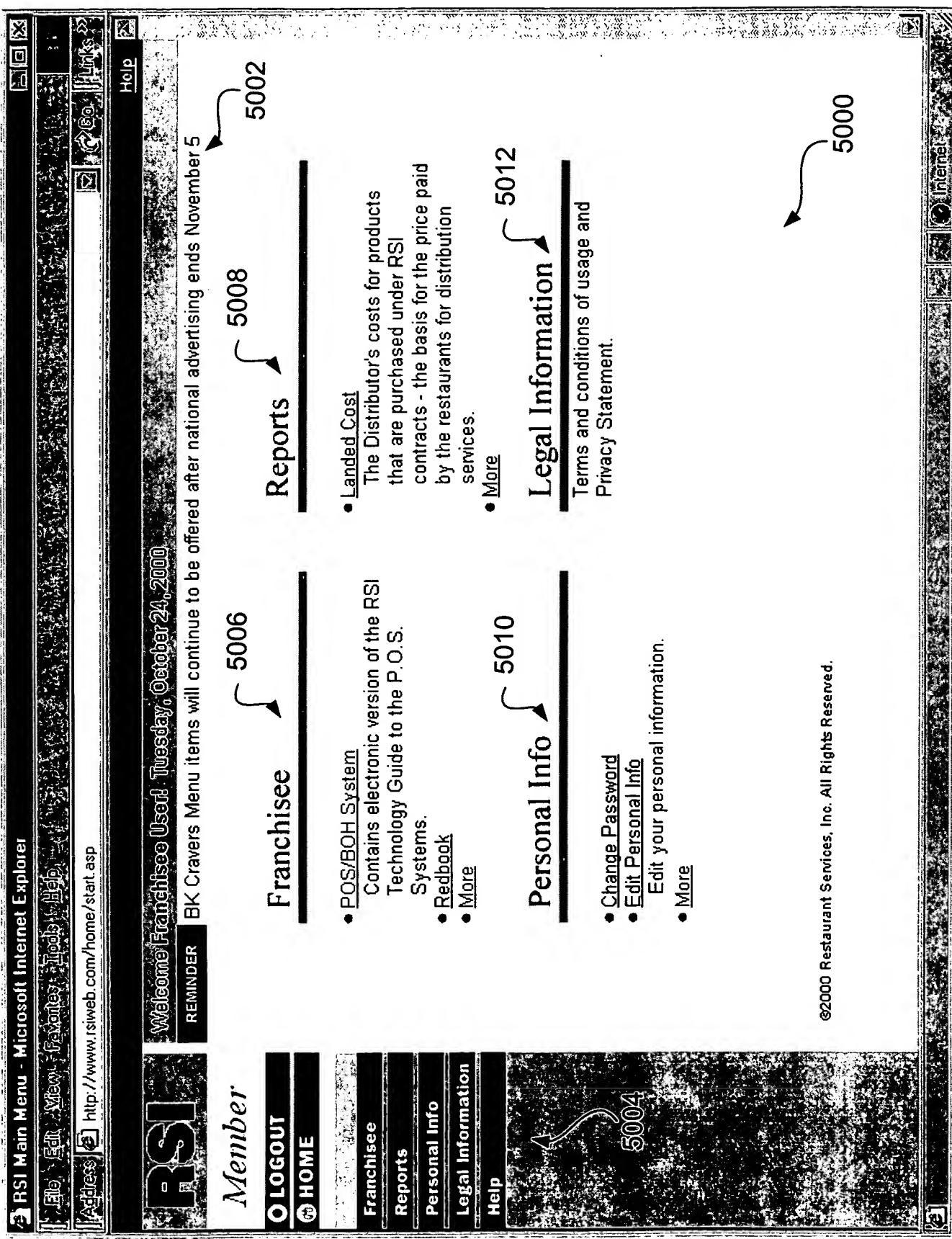
NFA link





Internet

**FIG. 49**



**FIG. 50**

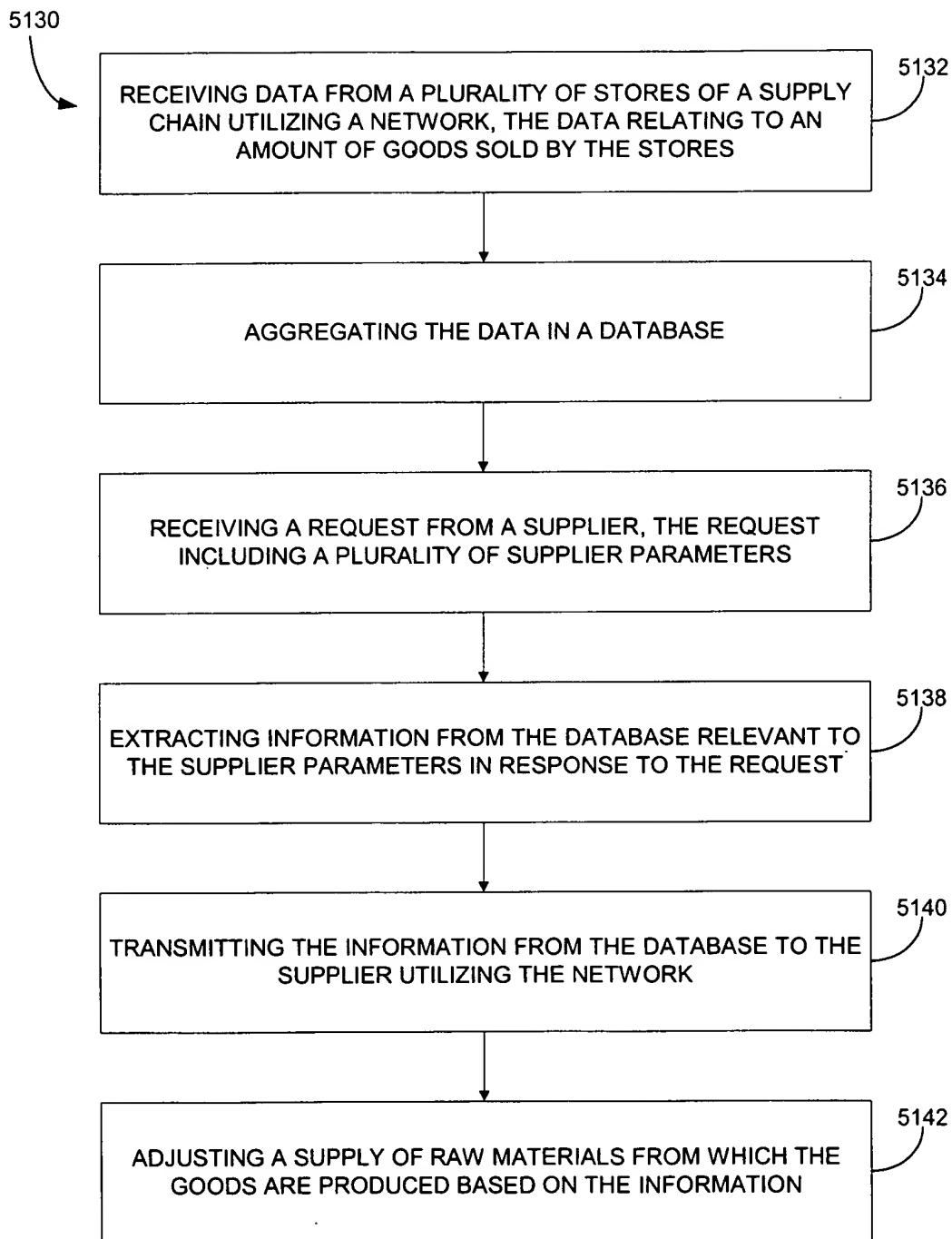
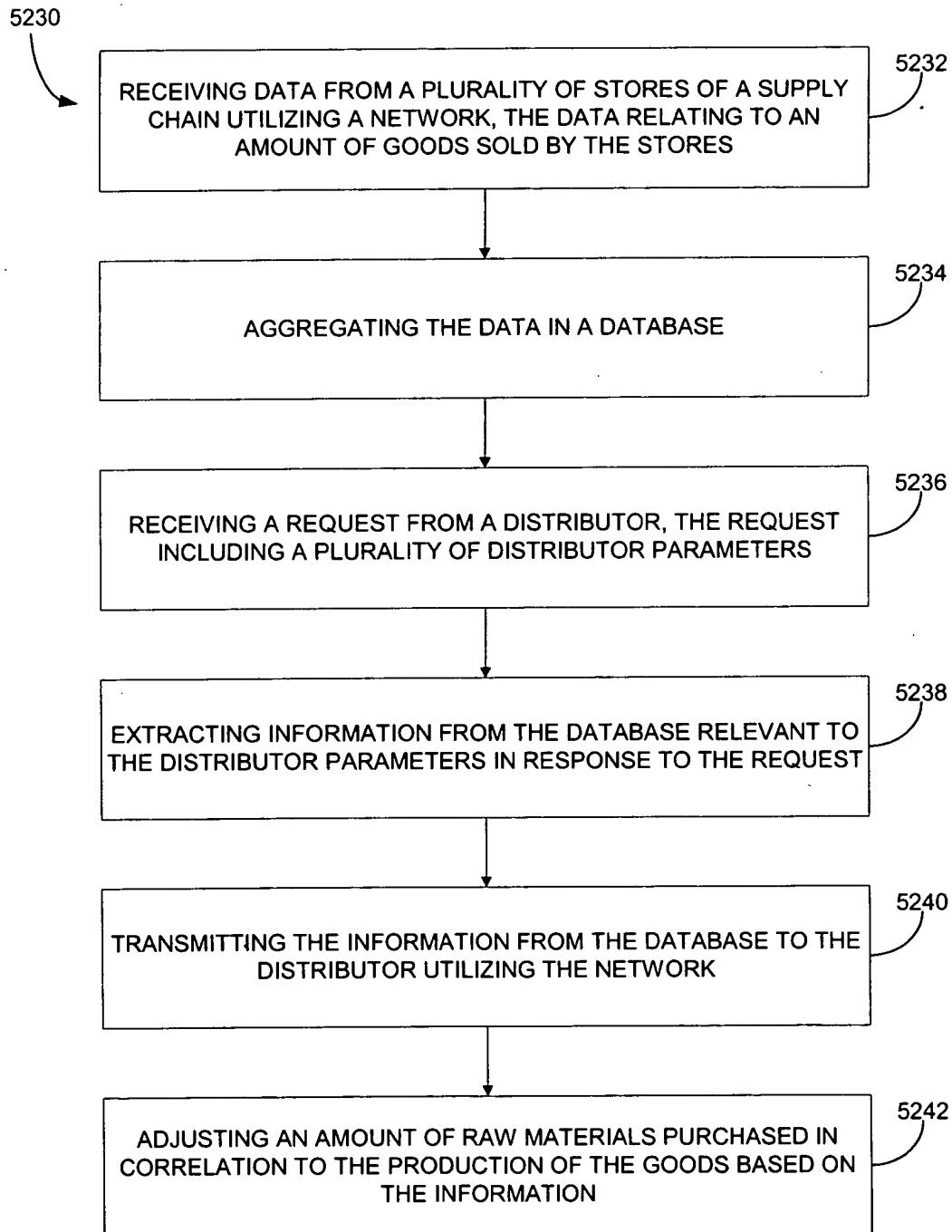


FIG. 51



**FIG. 52**

**RSI**

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**Distributor**

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**POS Implied Daily Usage - Distributor** **5300**

**Tuesday, October 24, 2000**

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DC Item No	Item Description	14 Day Rolling (Total Cases)														YTD End Ending Total		
		% Chg	14 Day Avg	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11			
18988	Number of Restaurants Serviced by DC		200	200	200	200	200	200	200	200	200	200	200	200	200	197		
18988	SAUCE: BBQ BULK	0.00%	13	23	16	19	16	16	16	16	16	16	16	16	16	13	109	
20788	BULLSEYE	0.00%	13	23	16	19	16	16	16	16	16	16	16	16	16	13	98	
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	14	13	14	19	19	16	14	80
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	169	159	163	160	200	206	175	165	161	161	72	
24968	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	104
26318	7.75" BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	9	1109	
26462	FORK: WRAPPED	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	2	18	
26462	BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	9		
27682	KNIFE: WRAPPED	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	2		
27682	BULK BK	0.00%	98	134	142	115	104	102	101	100	136	139	145	108	102	102		
27682	KETCHUP: BULK BAG IN BOX	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	140	743	
27680	KETCHUP: PACKETS	0.00%	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	109 BK	771	

[Done](#) [Internet](#)

**FIG. 53**

**FIG. 54**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address: [http://test.1slink.com/dc/d\\_lptpromodetail.asp?dc=26576](http://test.1slink.com/dc/d_lptpromodetail.asp?dc=26576)

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**REINHART - CEDAR RAPIDS, IA**

Local Promotion Summary by DC

**Tuesday, October 24, 2000**

5400

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Local Promotion Option	Start Date	Projected Only Usage	Duration (In Weeks)	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	99	8	
Davenport-RM-Moline, IA	6/1/00	85	32	17	
Des Moines-Ames, IA	7/1/00	85	17	28	
Omaha, NE	7/1/00	85	17	60	
Peoria, IL	8/1/00	85	99	17	
Sioux City, IA	8/2/00	85	99	10	
Springfield-Decatur-Chmpg, IL	8/1/00	85	99	1	131
<b>32 oz. Motor Cup Total</b>					
<b>Big King</b>					
Cedar Rapids-Materials, IA	4/15/00	99	19		
Davenport-RM-Moline, IA	4/15/00	99	17		
Ottumwa-Kinsville, IA	4/16/00	99	3		
<b>Big King Total</b>					39
<b>Pancake Minis</b>					
Chicago, IL	5/15/00	20	99	8	
Peoria, IL	5/1/00	20	99	17	
Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>					35

Done

Internet

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

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Address: [http://www.tsweb.com/Supplier/s\\_iposdaily.asp?report=true](http://www.tsweb.com/Supplier/s_iposdaily.asp?report=true)

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Supplier: **TYSON FOODS**

**Printer Friendly Version**

**Retrieve**

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

**Supplier: TYSON FOODS**

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POS Point	DC	RSI Item No	Item Description	14 Day Rolling (Total Cases)														10/Week Ending Total	
				Aug	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11		10/10
9	CHICKEN-PATTY	0.00%	90	137	144	111	100	98	95	100	134	137	125	100	100	790	774	786	781
7	CHICKEN-BK BROILER	0.00%	35	51	60	48	46	43	43	40	53	60	48	46	41	330	327	354	344
8	CHICKEN-TENDERS	0.00%	222	336	337	285	240	220	225	240	340	315	255	228	223	1816	1808	1418	1203
	CHICKN																		

**Total of DC Locations**

9	CHICKEN-PATTY	0.00%	90	137	144	111	100	98	95	100	134	137	125	100	100	790	774	786	781
7	CHICKEN-BK BROILER	0.00%	35	51	60	48	46	43	43	40	53	60	48	46	41	330	327	354	344
8	CHICKEN-TENDERS	0.00%	222	336	337	285	240	220	225	240	340	315	255	228	223	1816	1808	1418	1203
	CHICKN																		

**Internet**

## FIG. 55

**FIG. 56**

3 Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: <http://www.rsiweb.com/ran/rptlc.asp?report=true>

Help

**RSI**

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Landed Cost Report

5600

Printer Friendly Version      Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

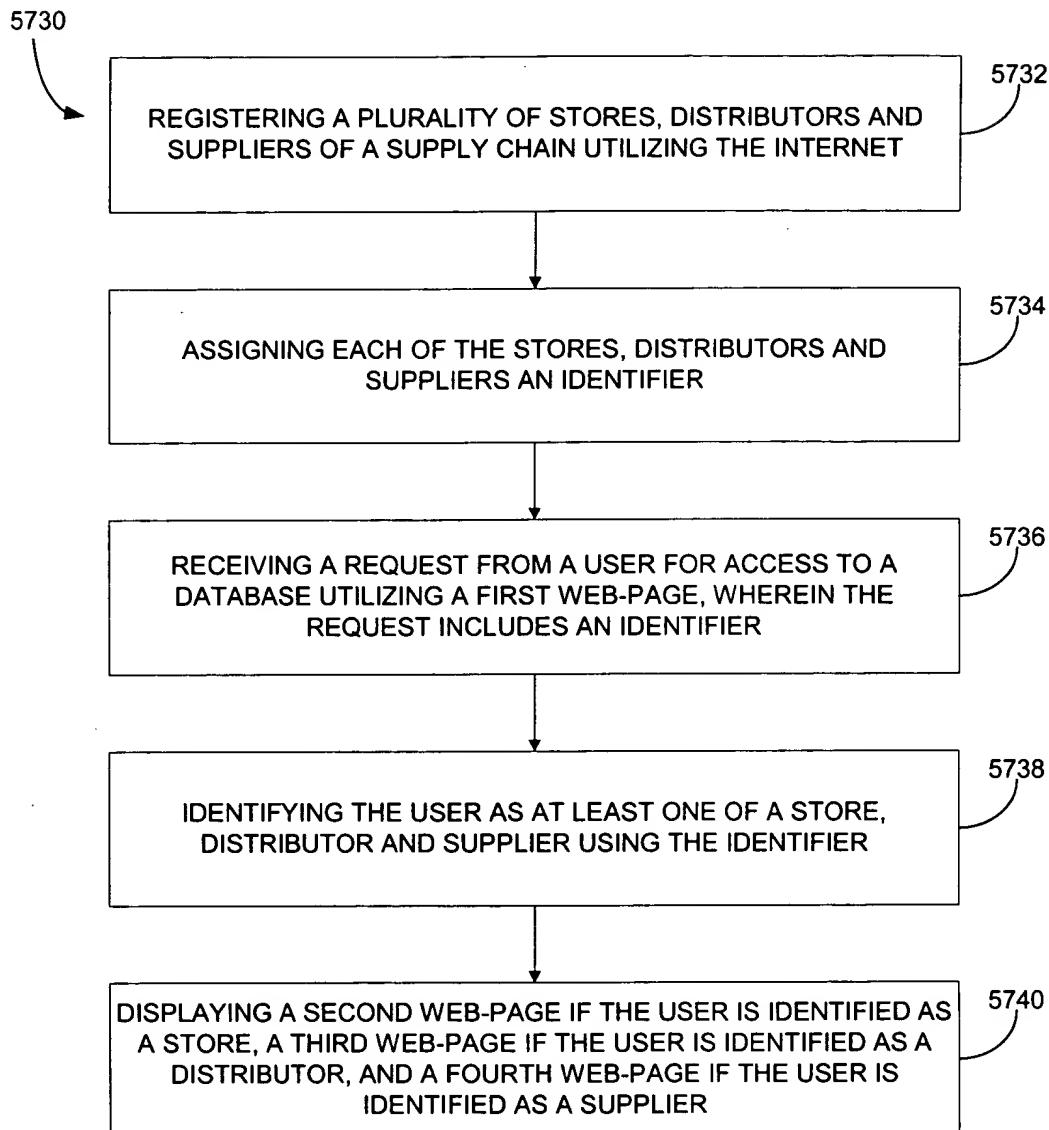
Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	4439 REGISTER TAPE, THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586 SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369 SAUCE-BULK-KRAFT BULLSEYE	\$24.49	\$1.57	\$26.05
19432	4473 COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67 MUSTARD-BULK 3GAL	\$8.45	\$1.57	\$9.02
20940	4281 WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68 SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270 WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98
	Done			Internet



**FIG. 57**

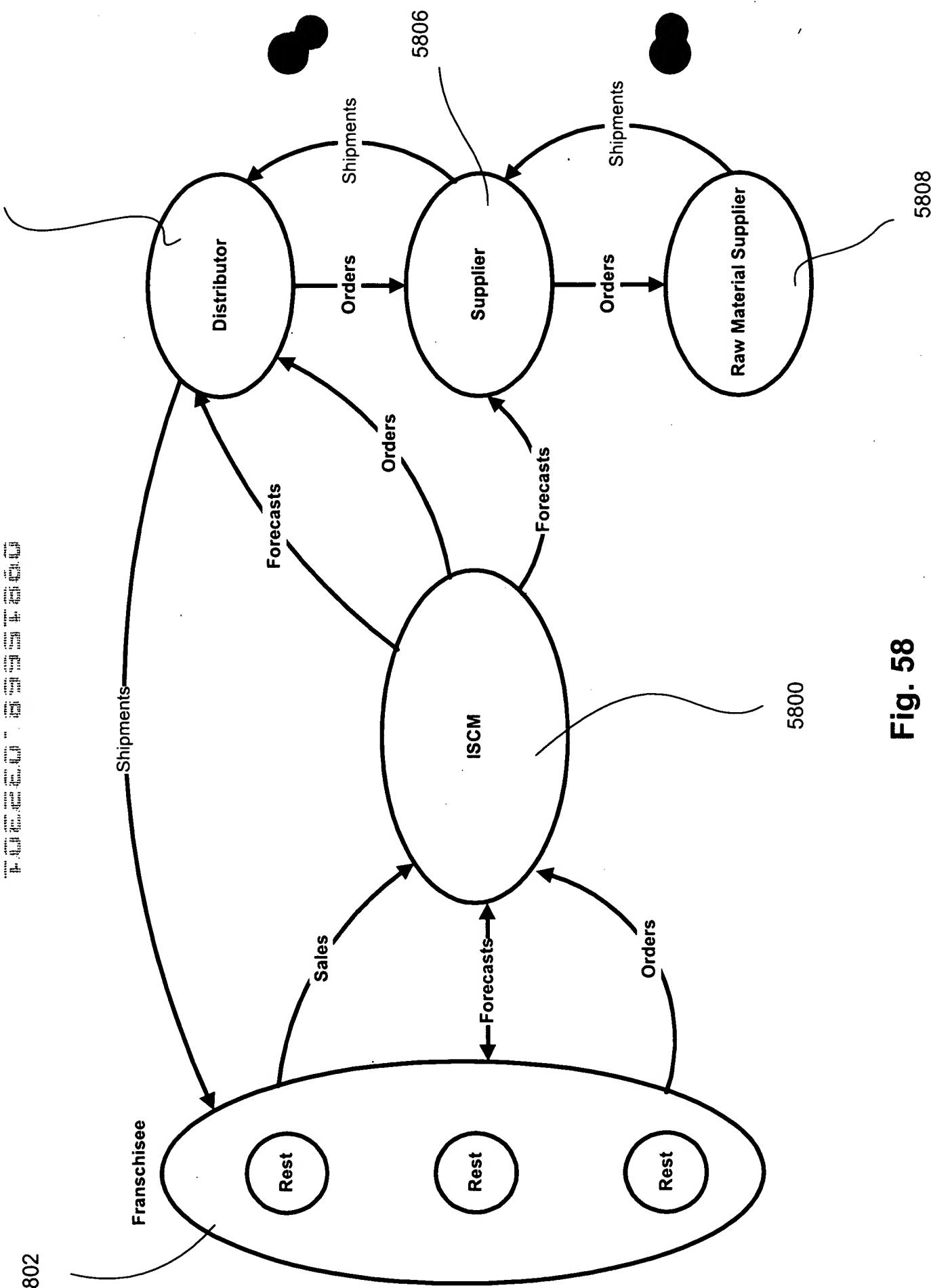
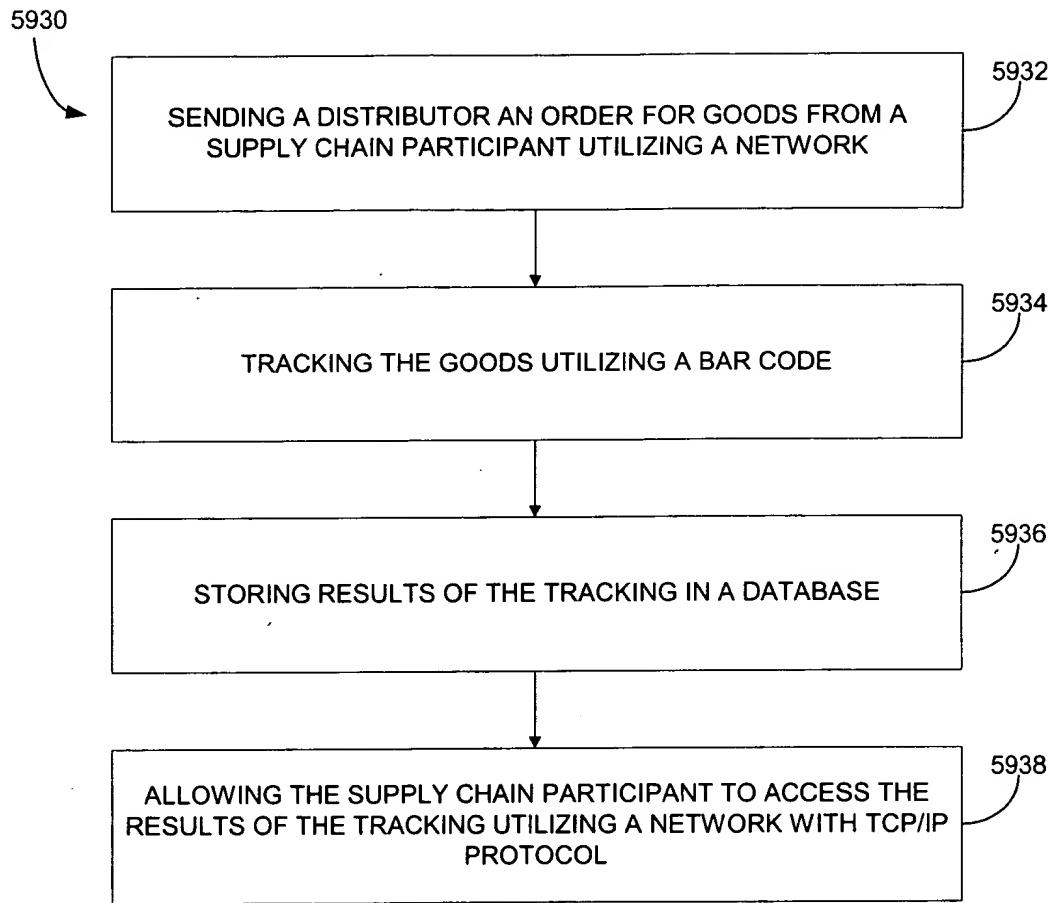


Fig. 58



**FIG. 59**

6002

6004

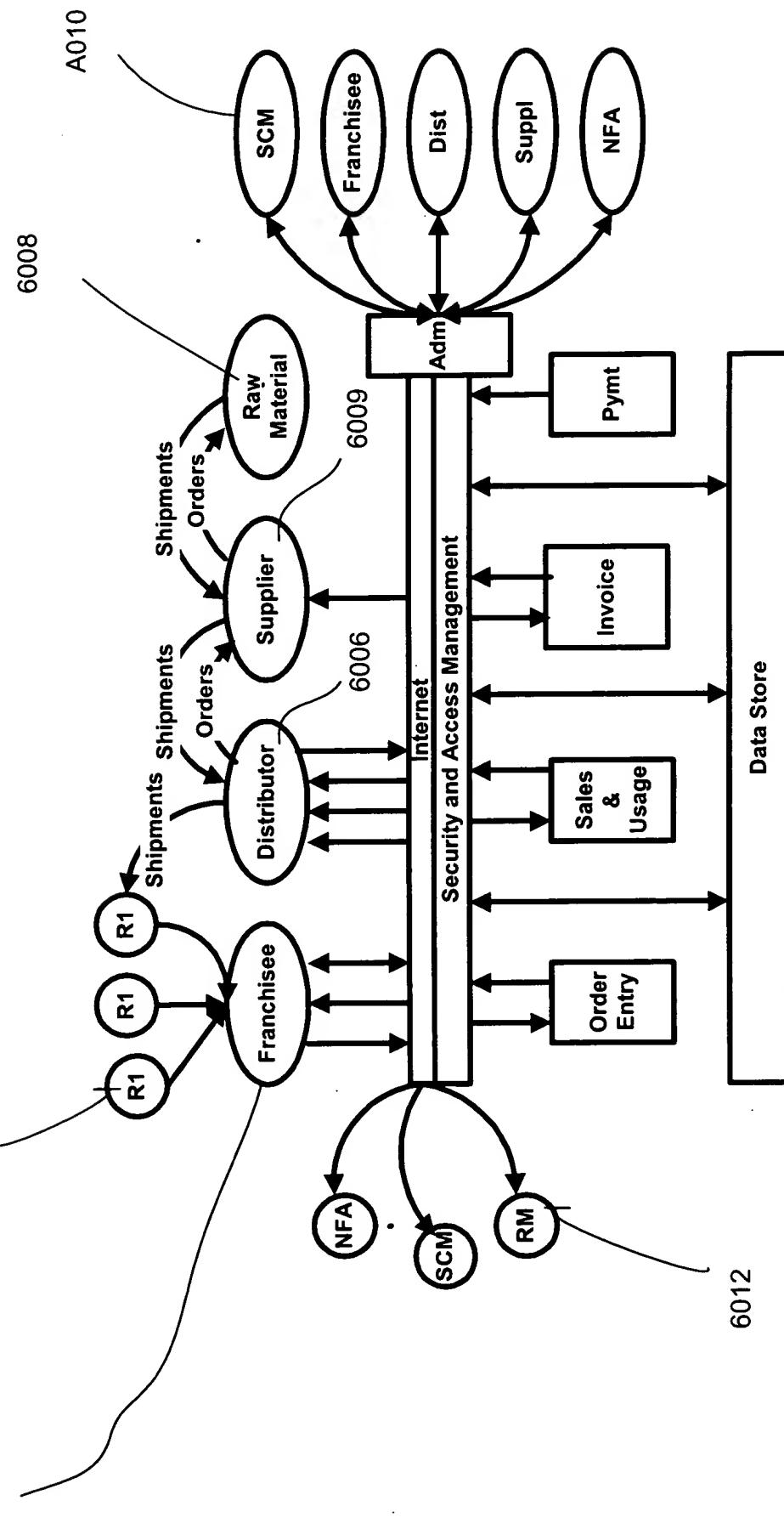


Fig. 60

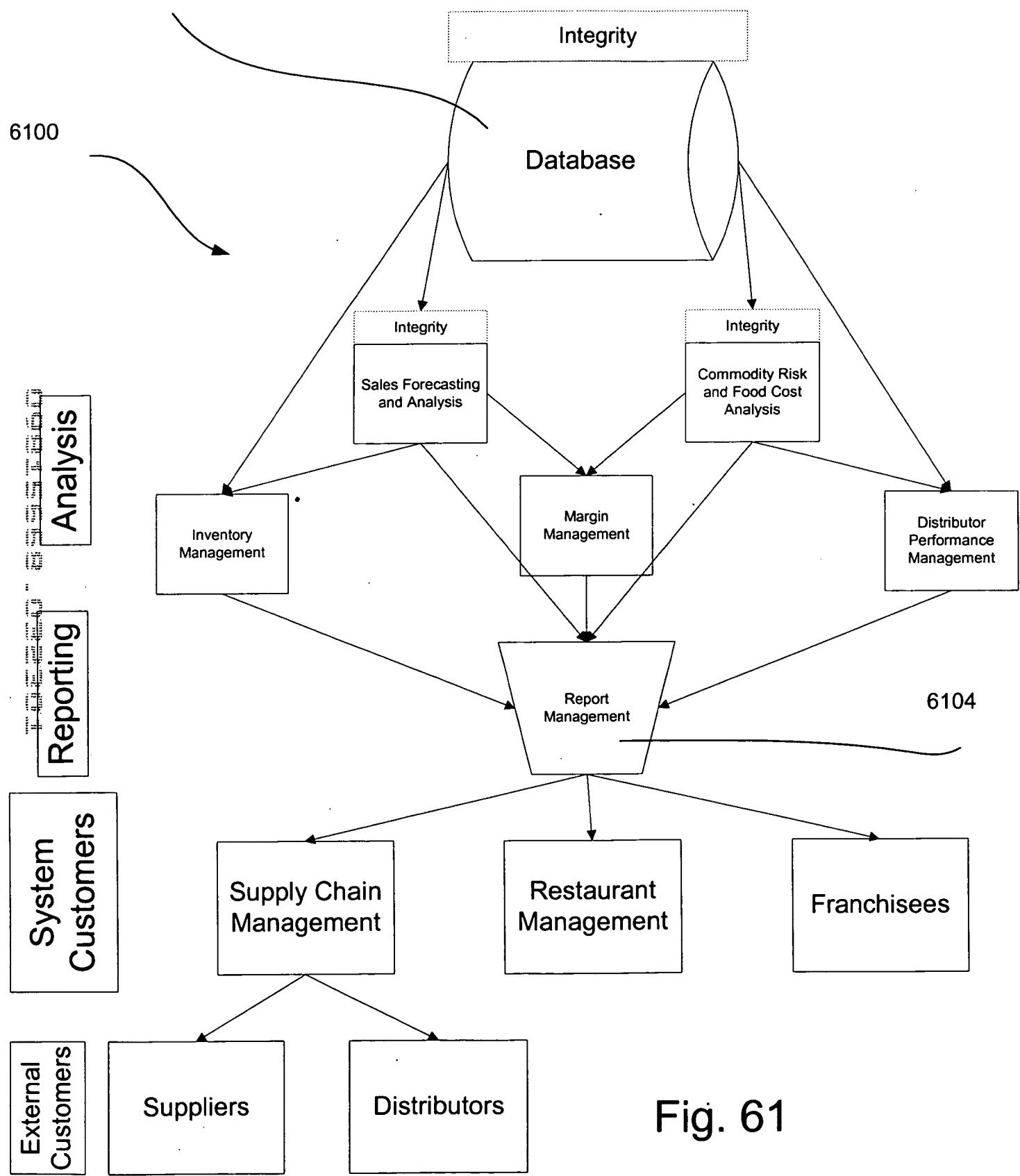
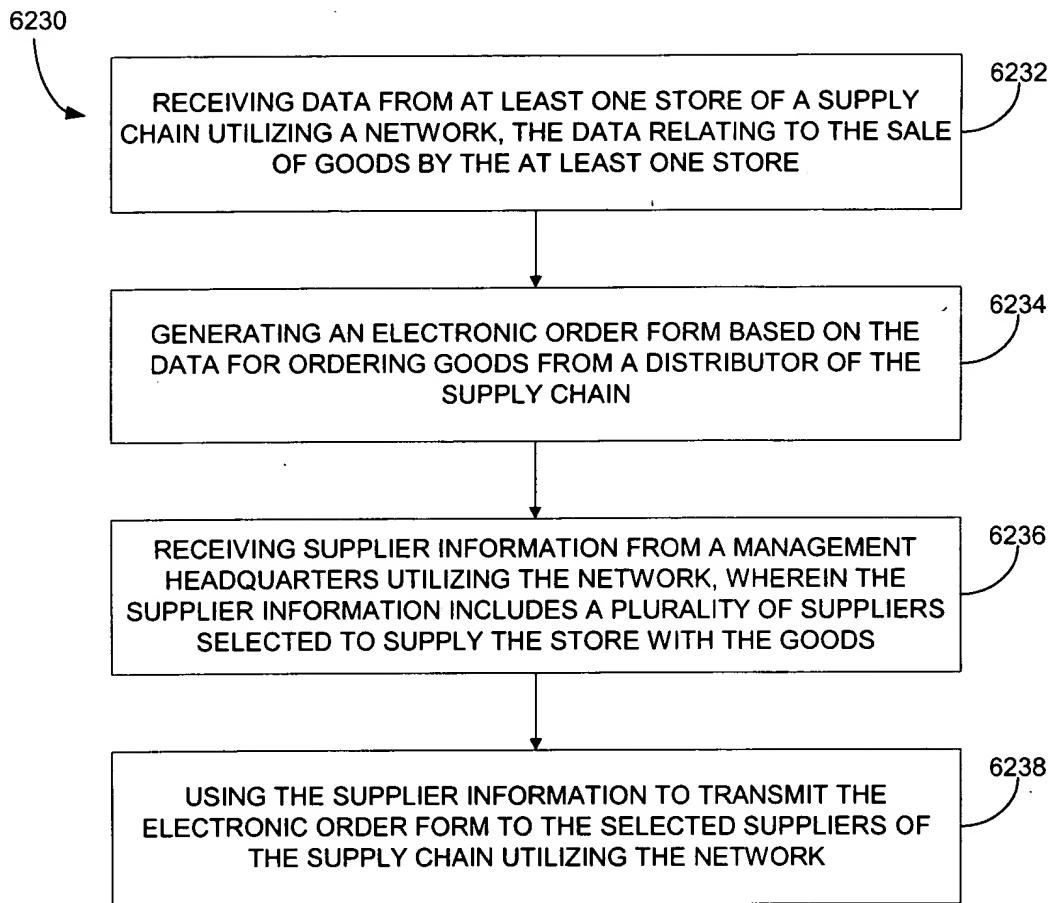
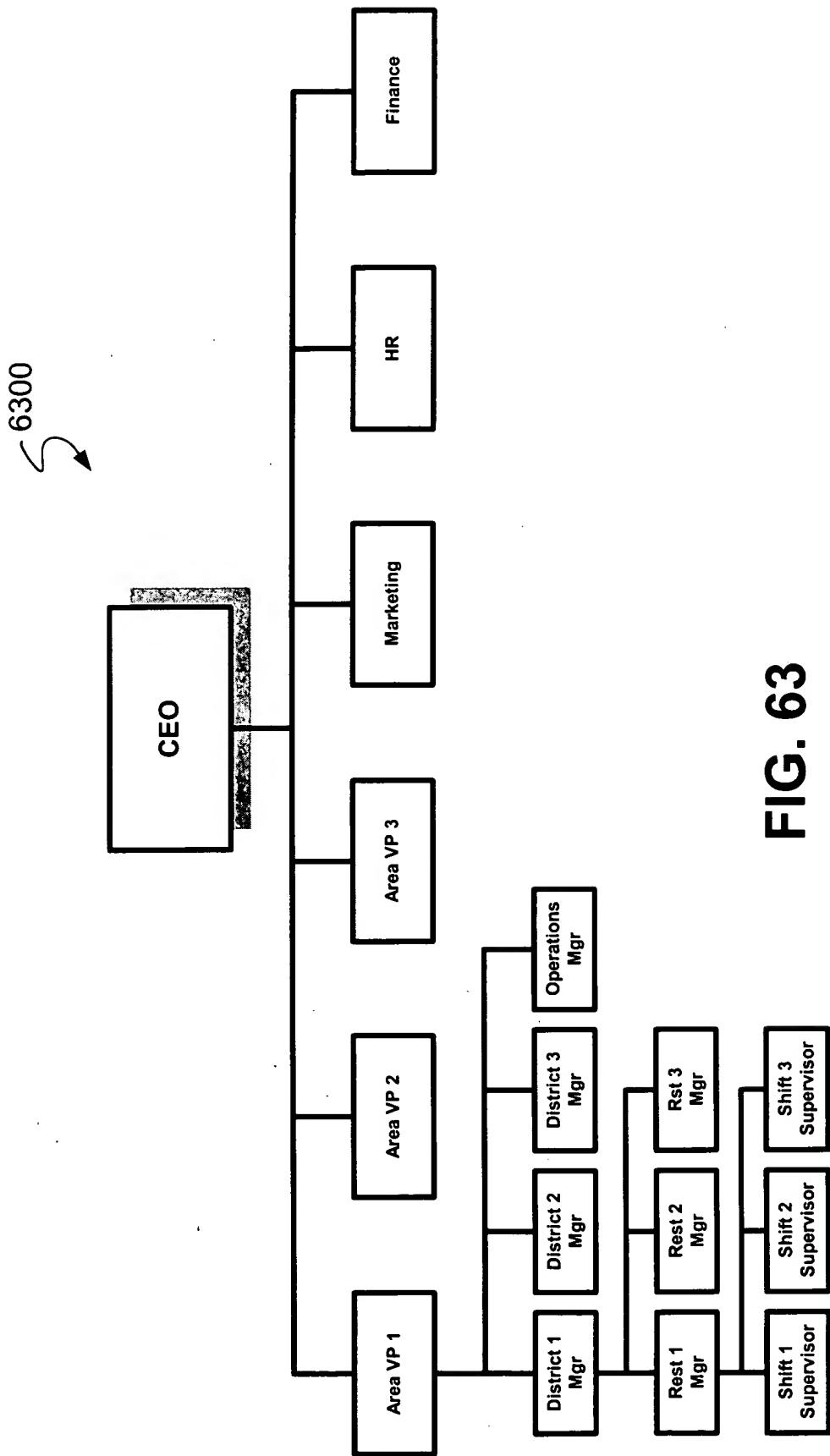


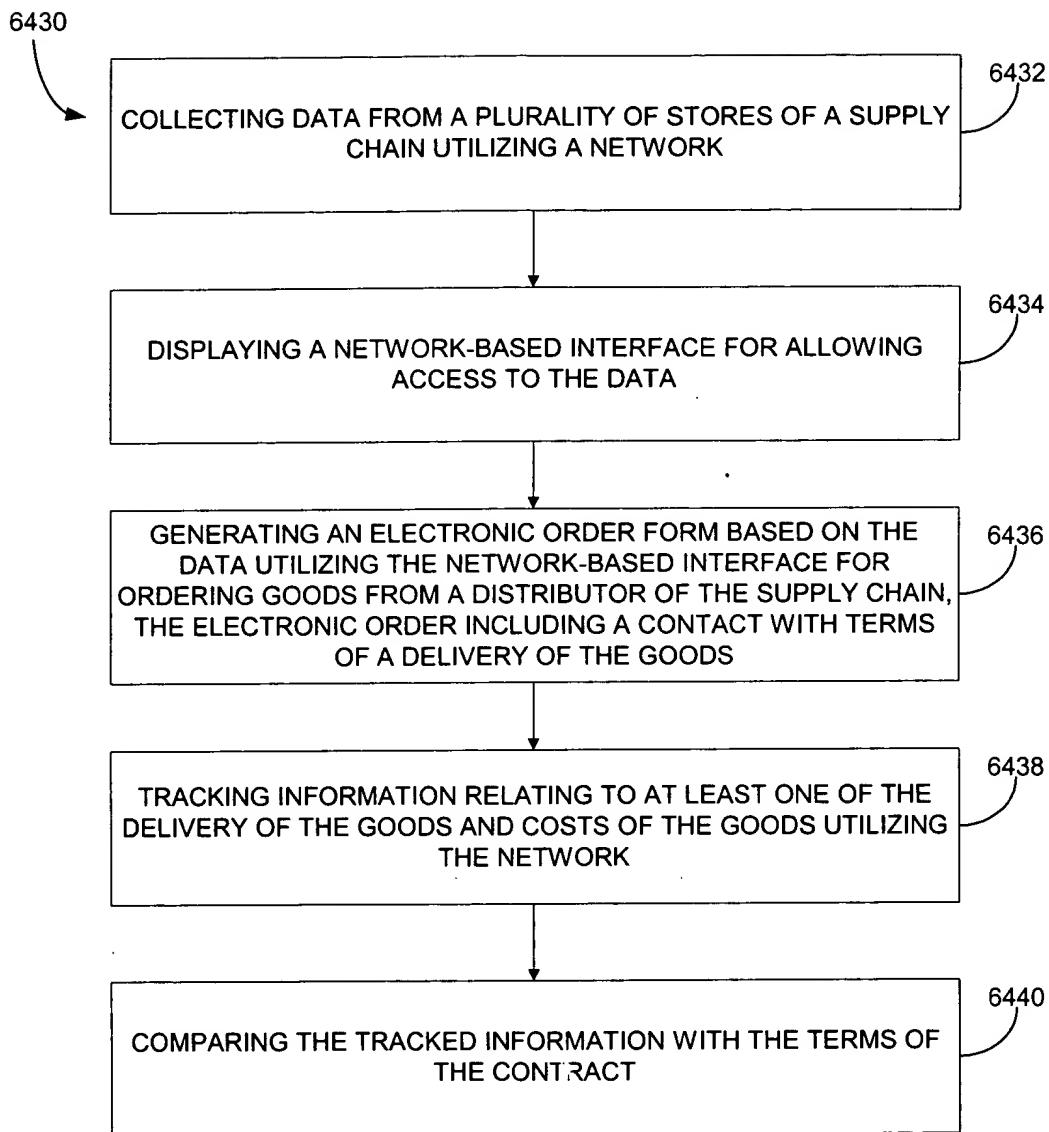
Fig. 61



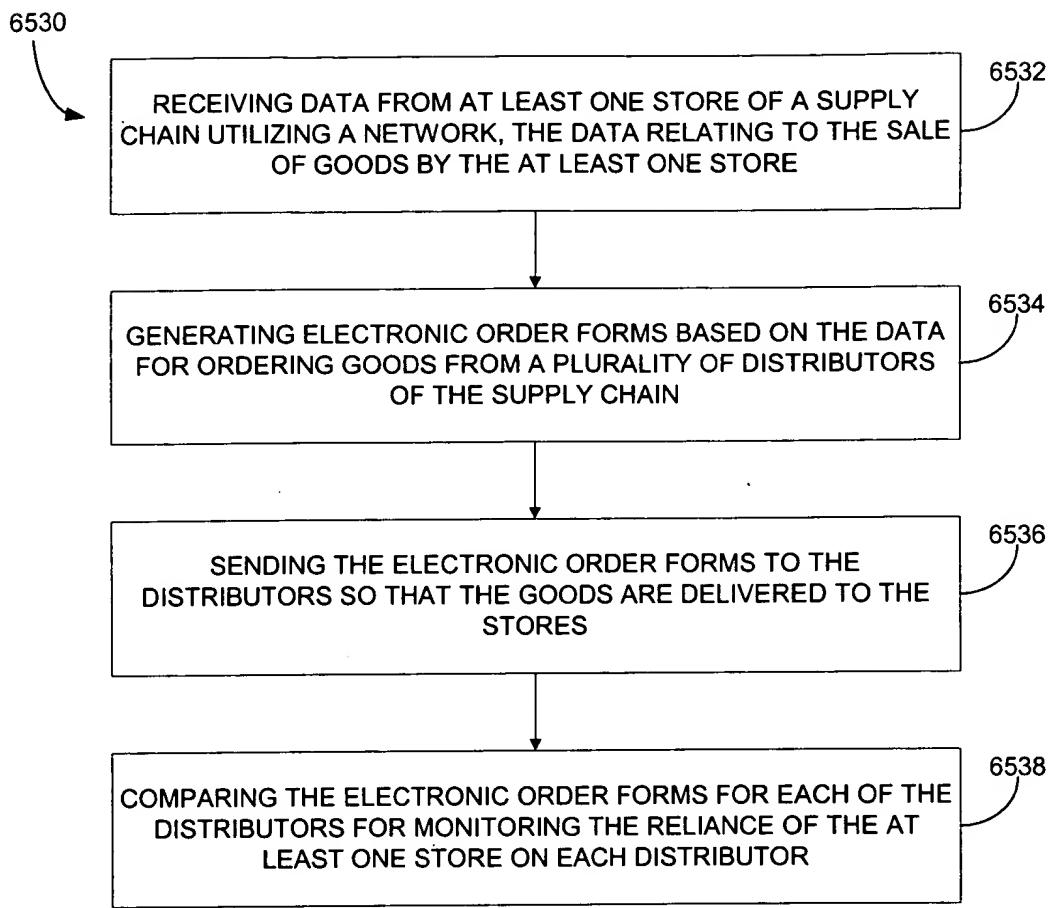
**FIG. 62**

**FIG. 63**

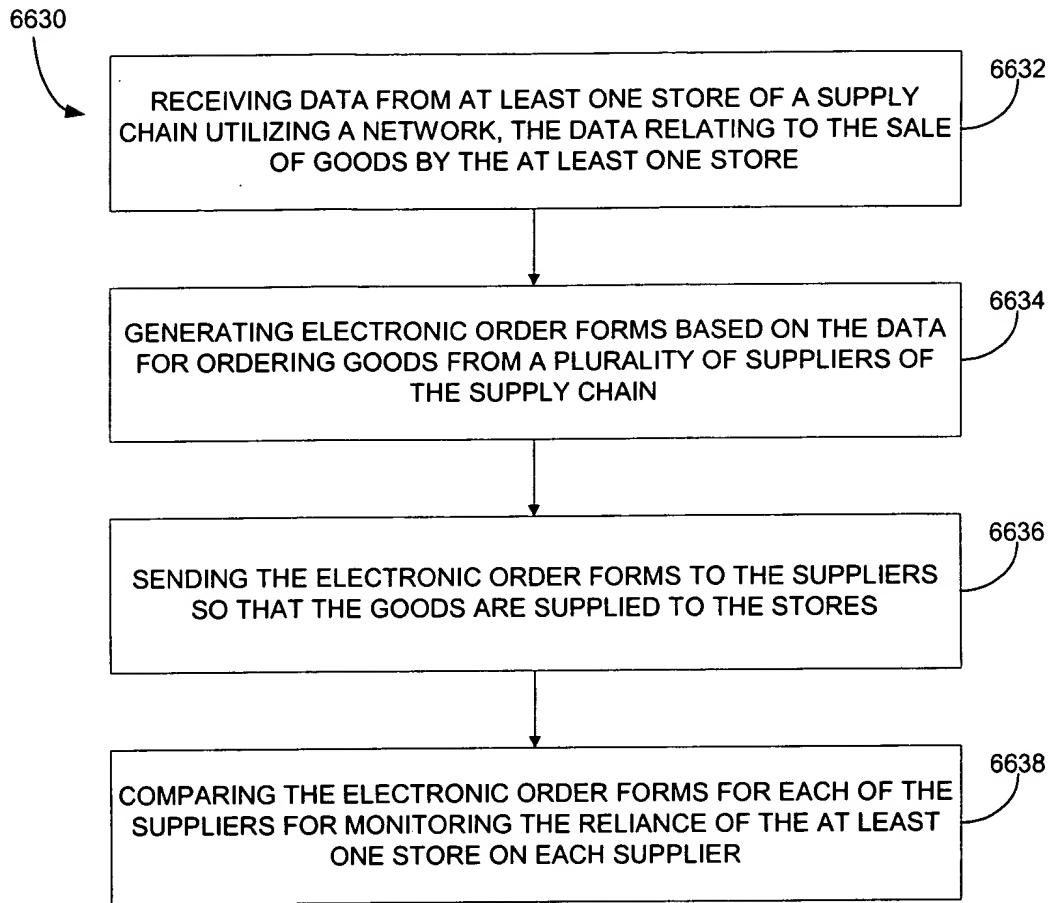




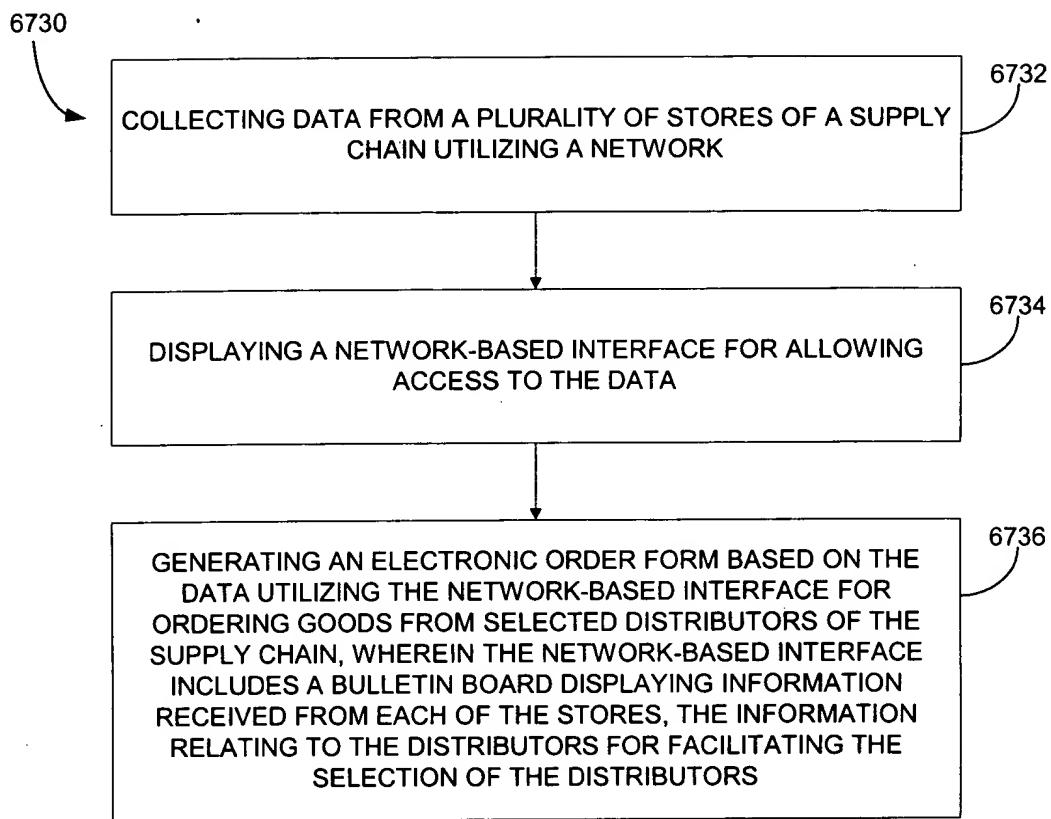
**FIG. 64**



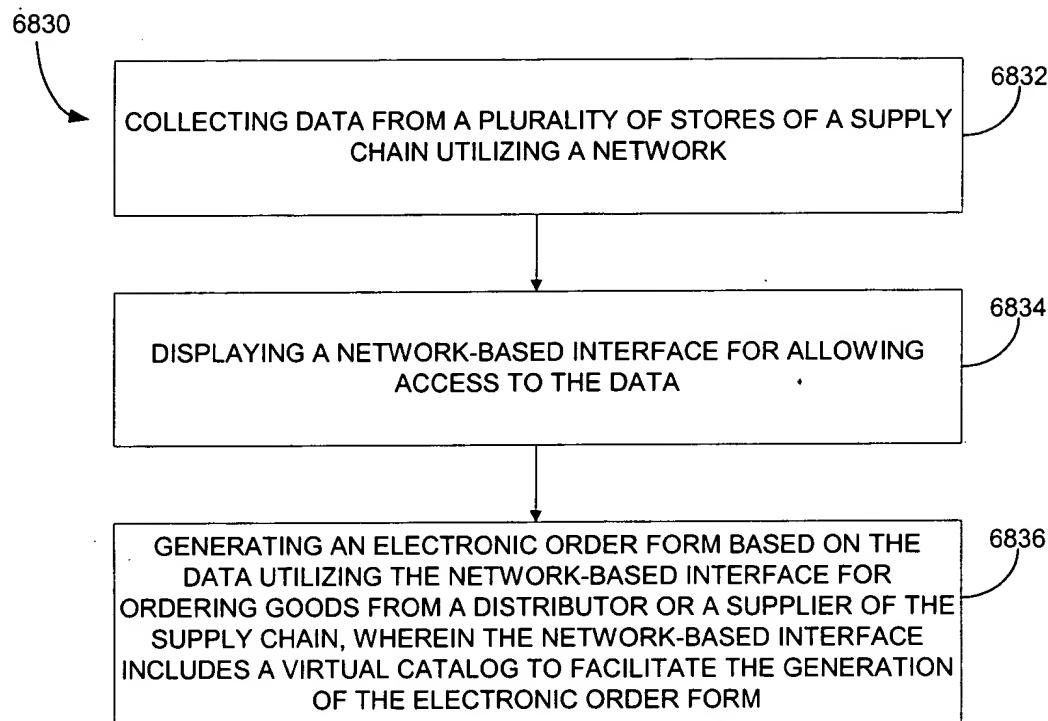
**FIG. 65**



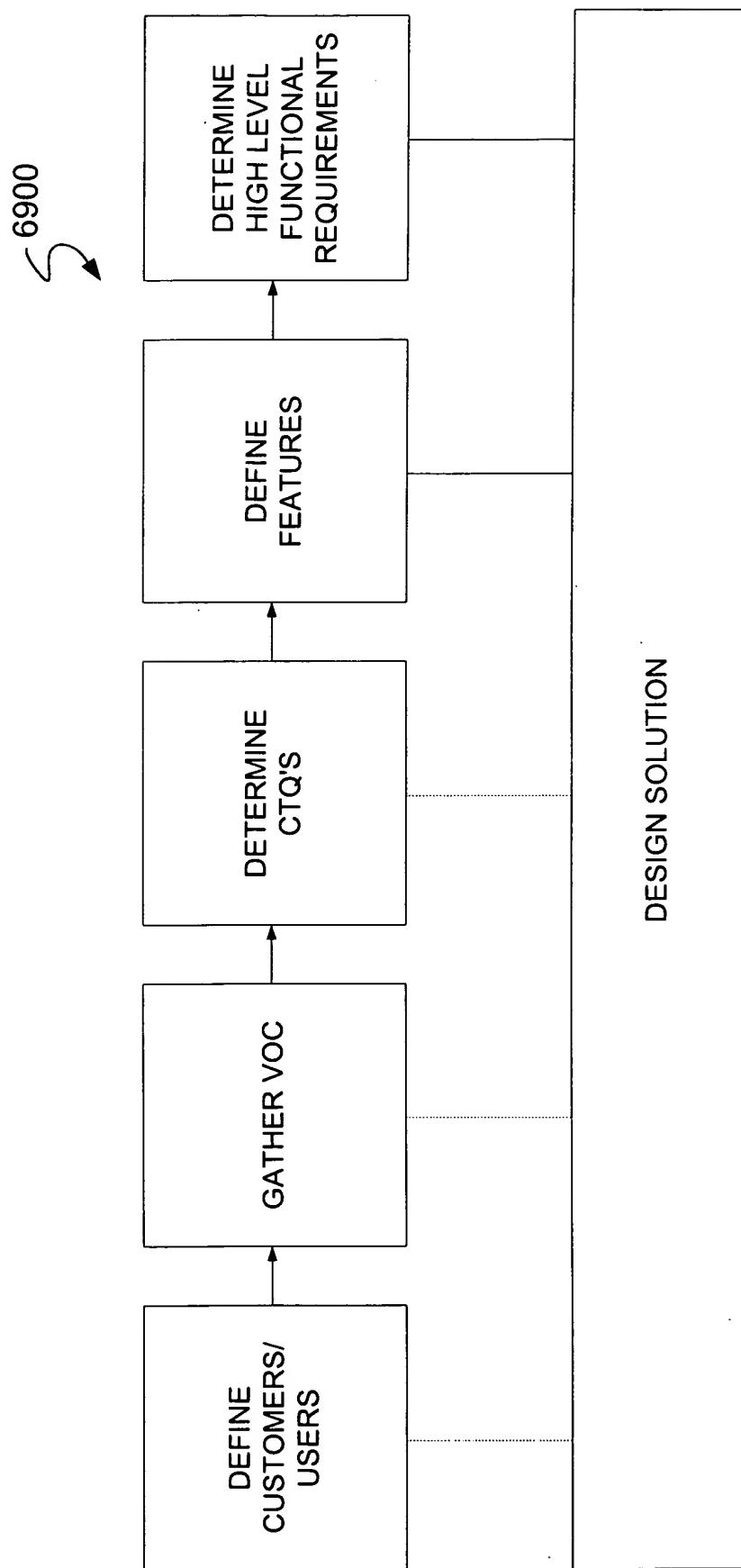
**FIG. 66**



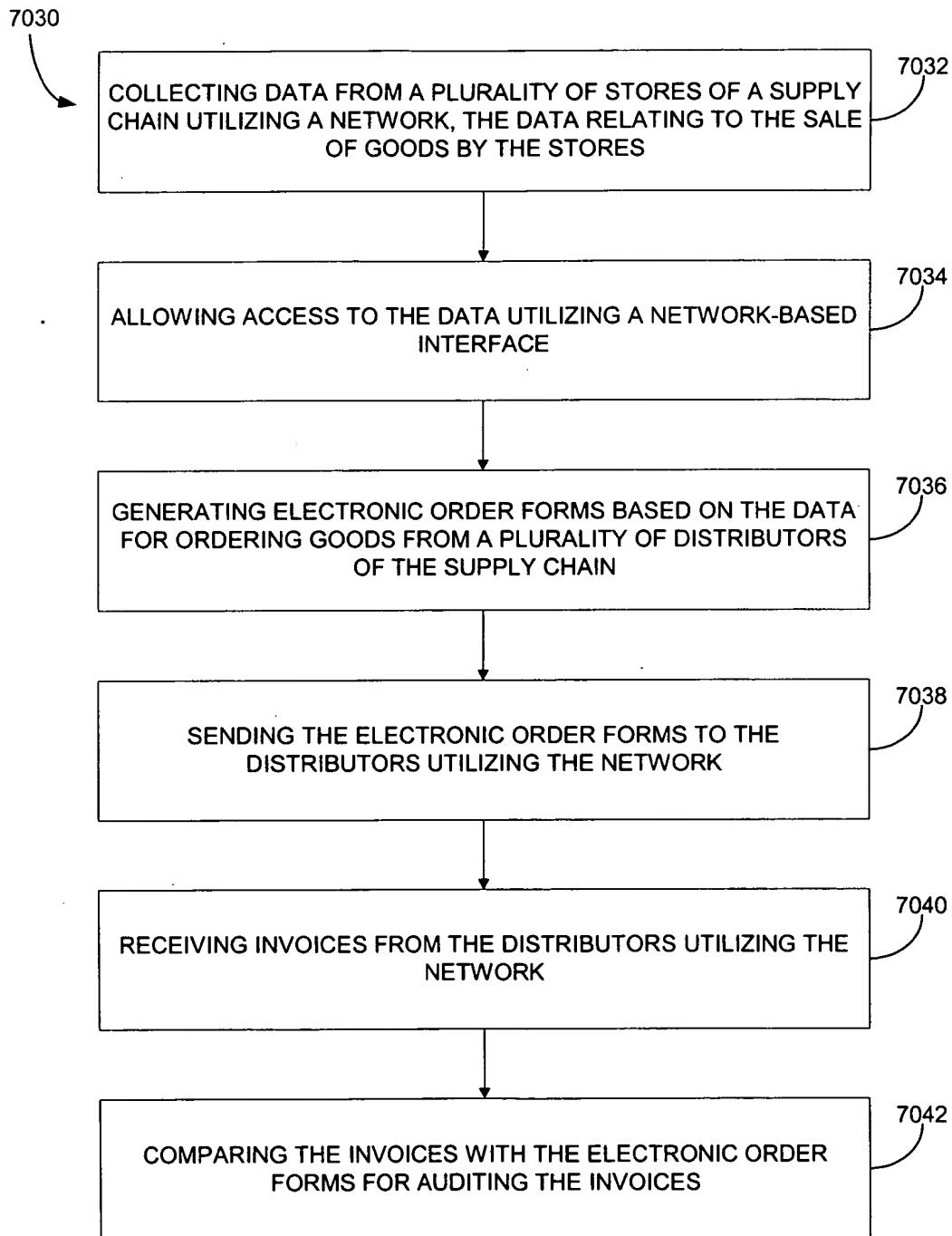
**FIG. 67**



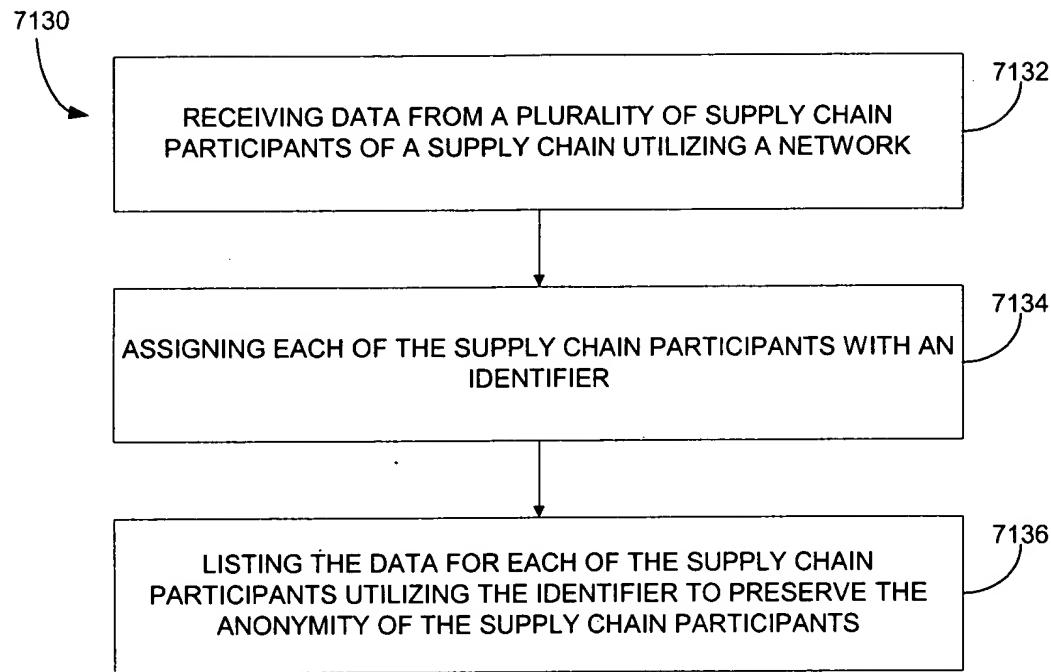
**FIG. 68**



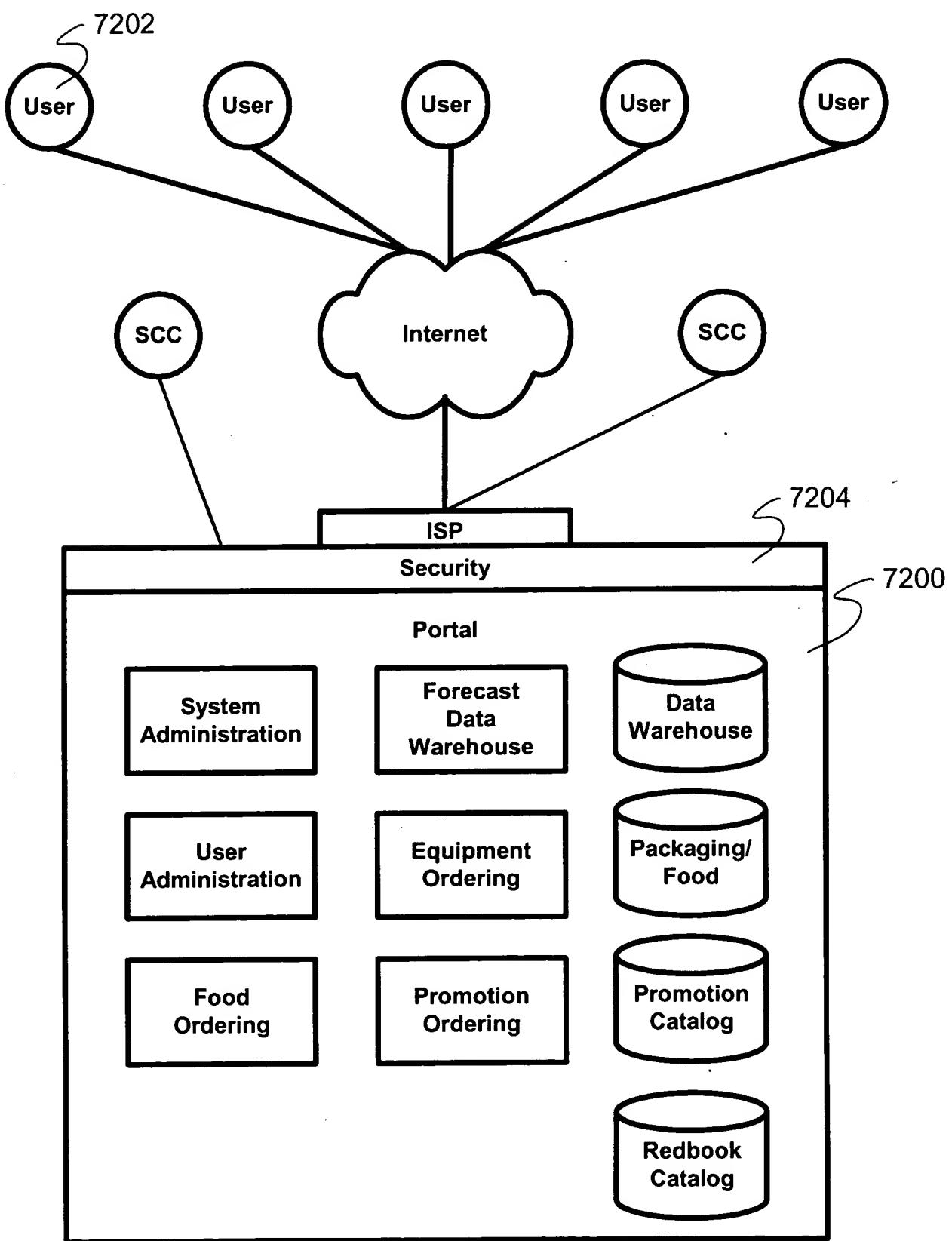
**FIG. 69**



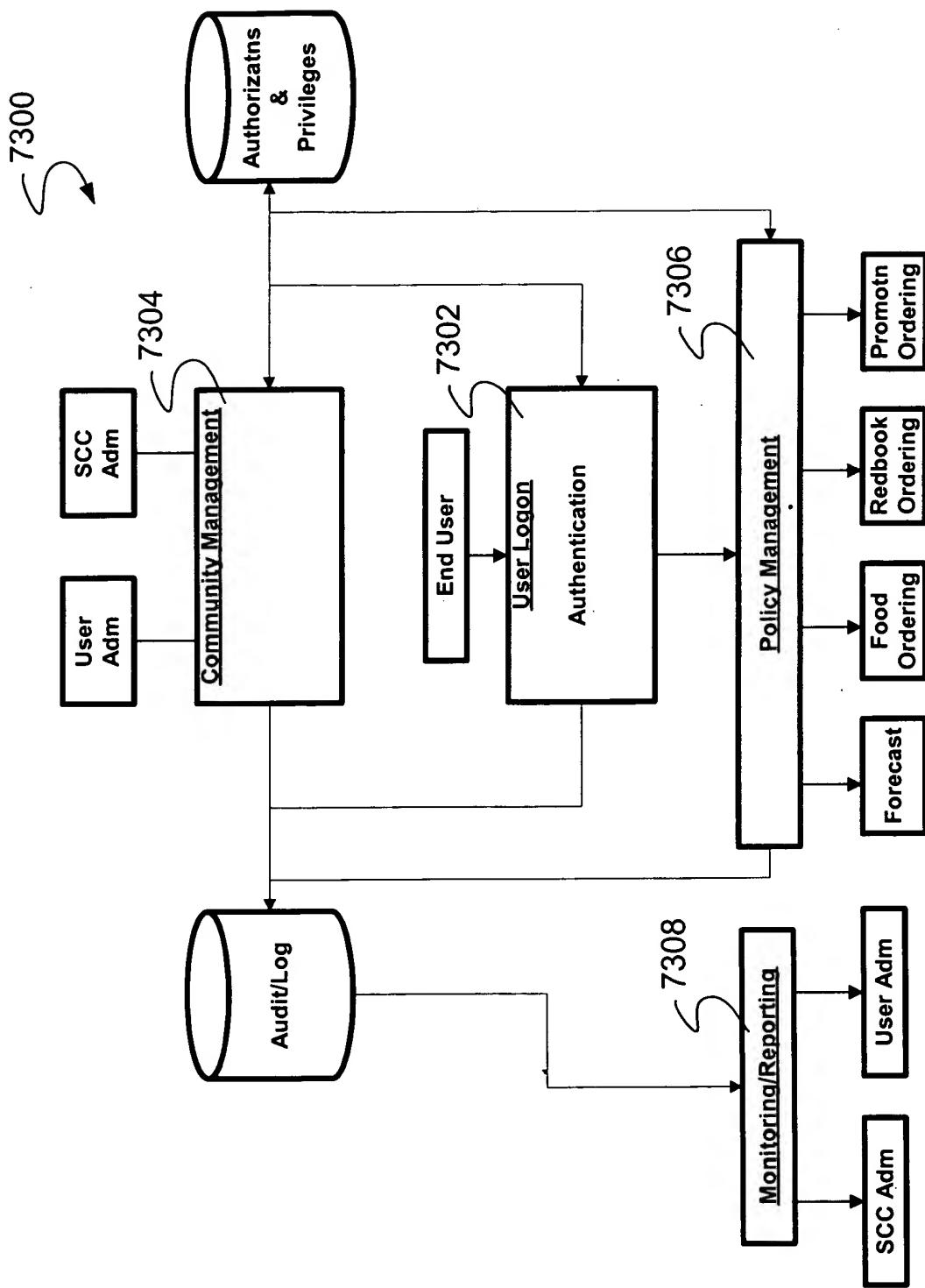
**FIG. 70**



**FIG. 71**

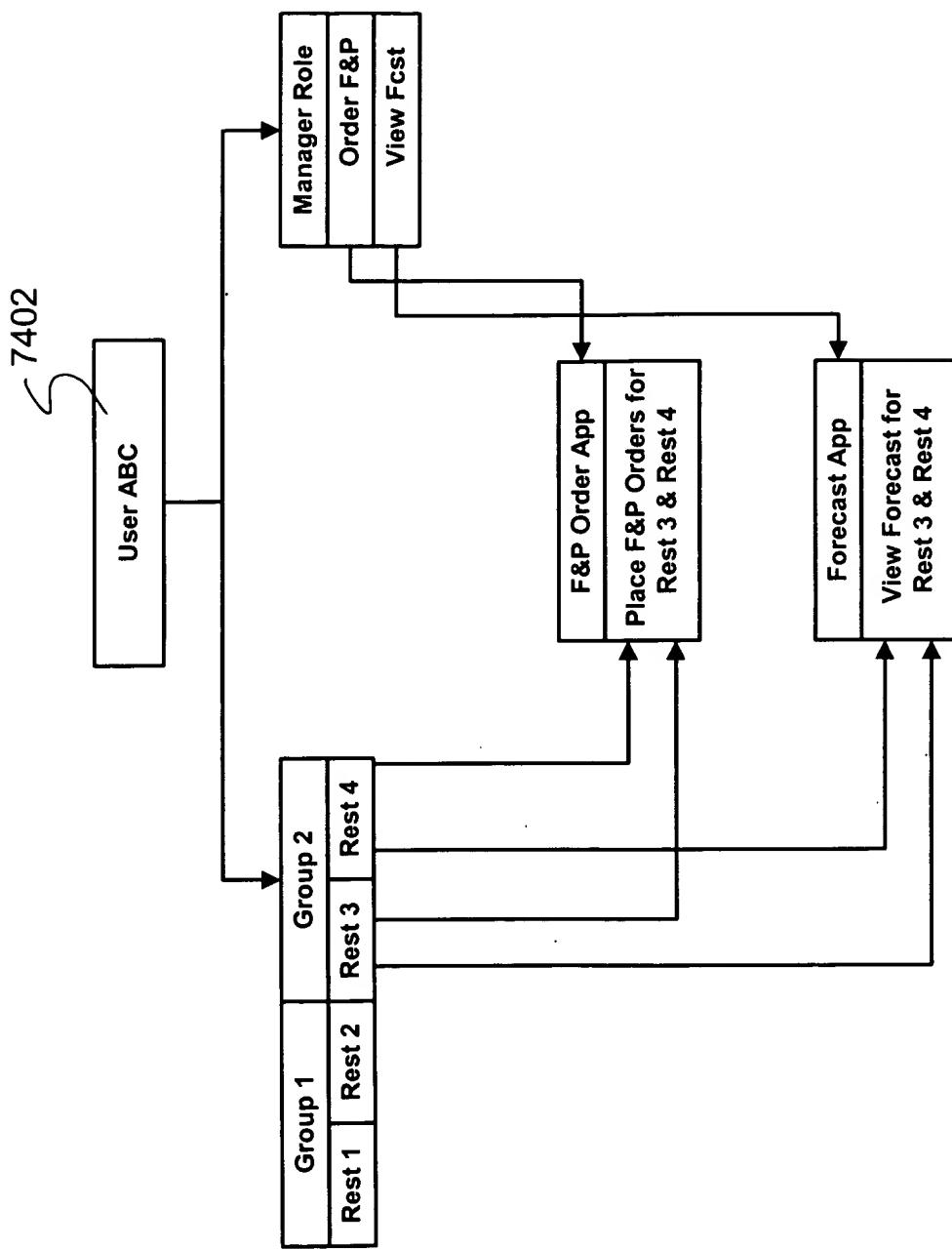


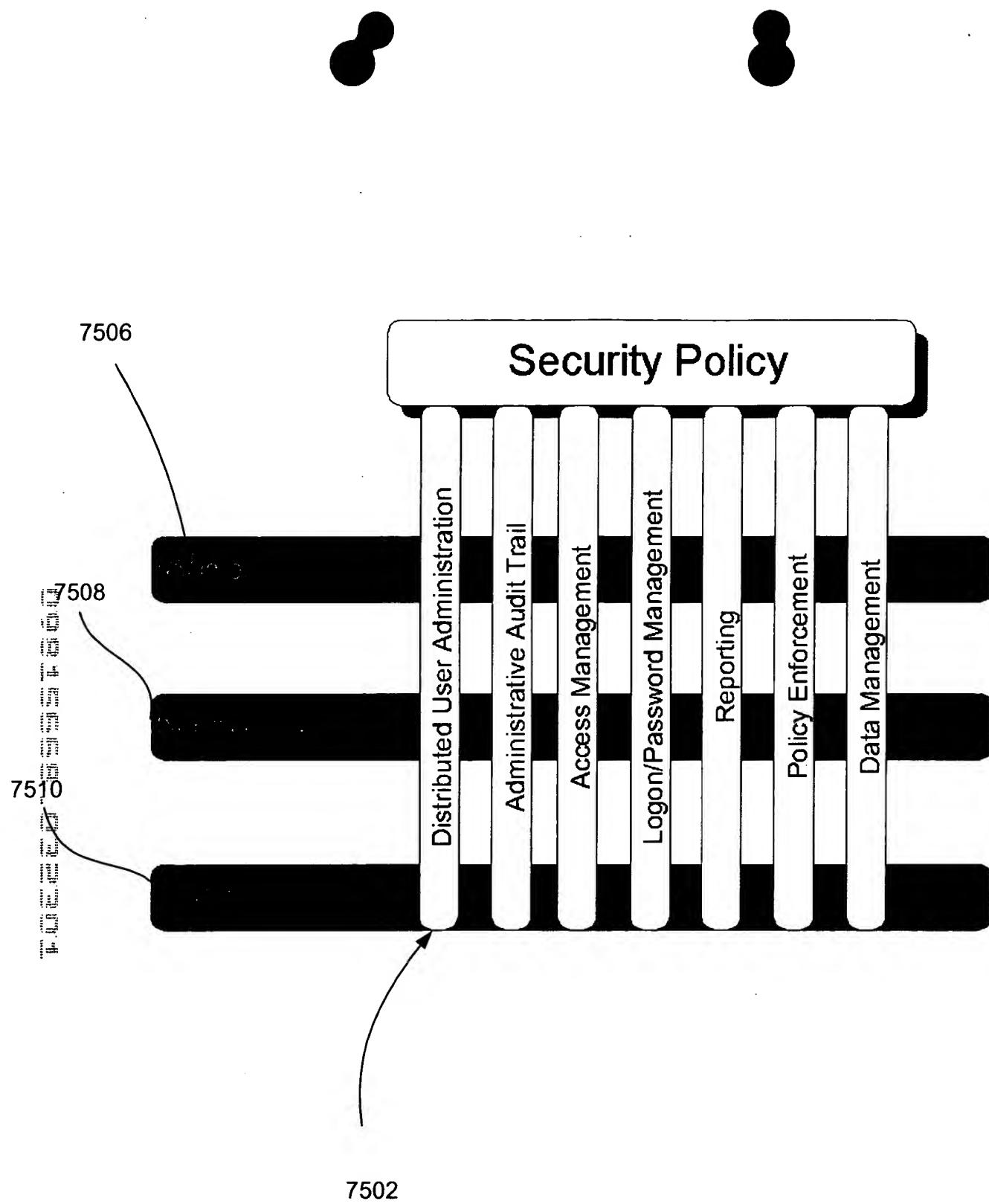
**FIG. 72**



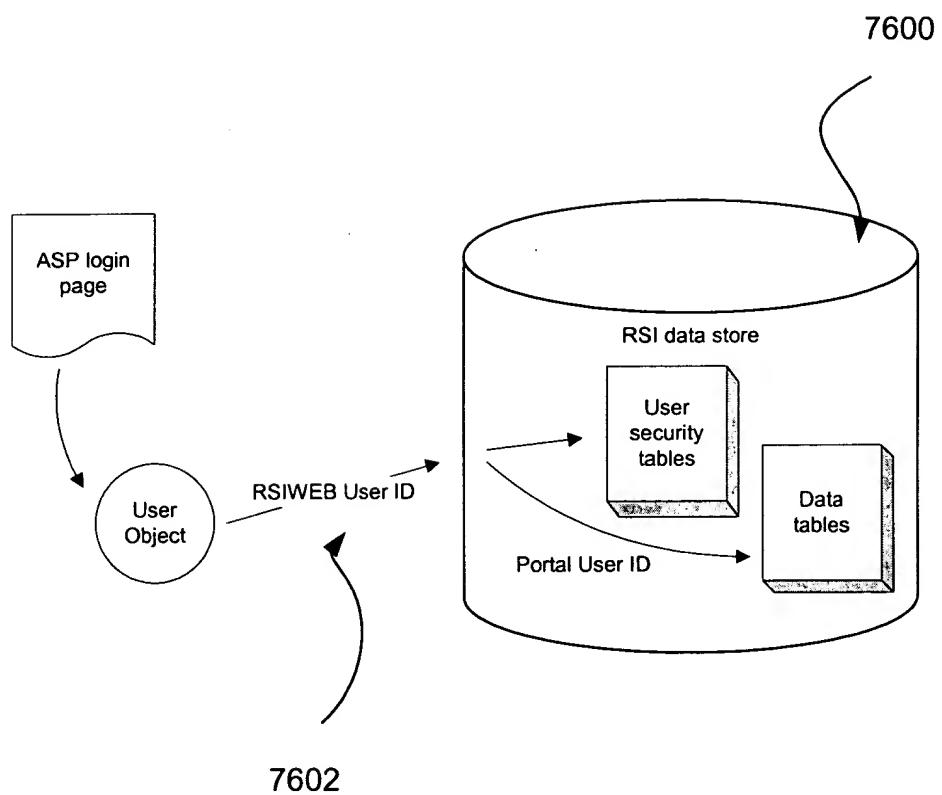
**FIG. 73**

**FIG. 74**

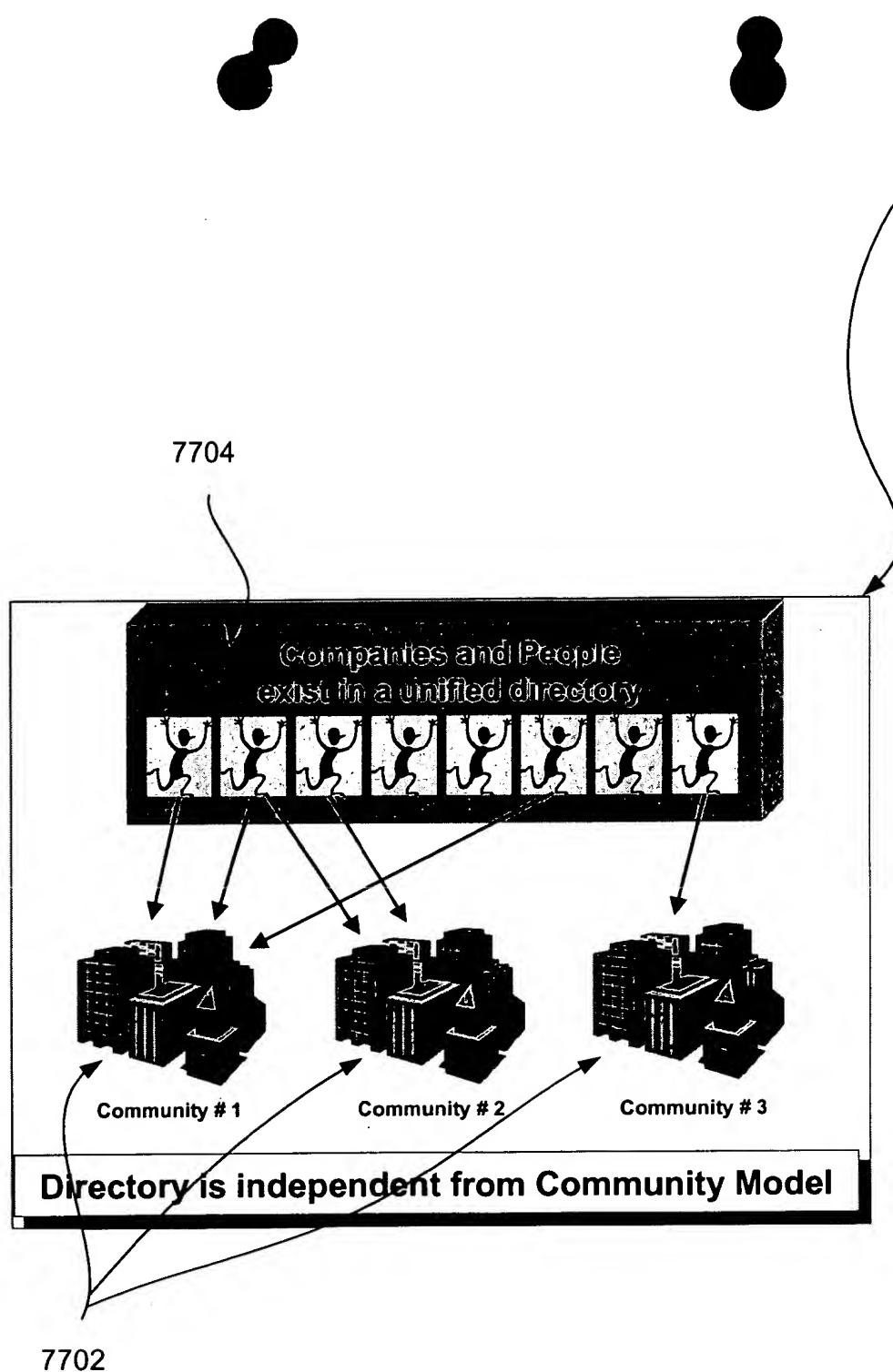




**Fig. 75**



**Fig. 76**



**Fig. 77**

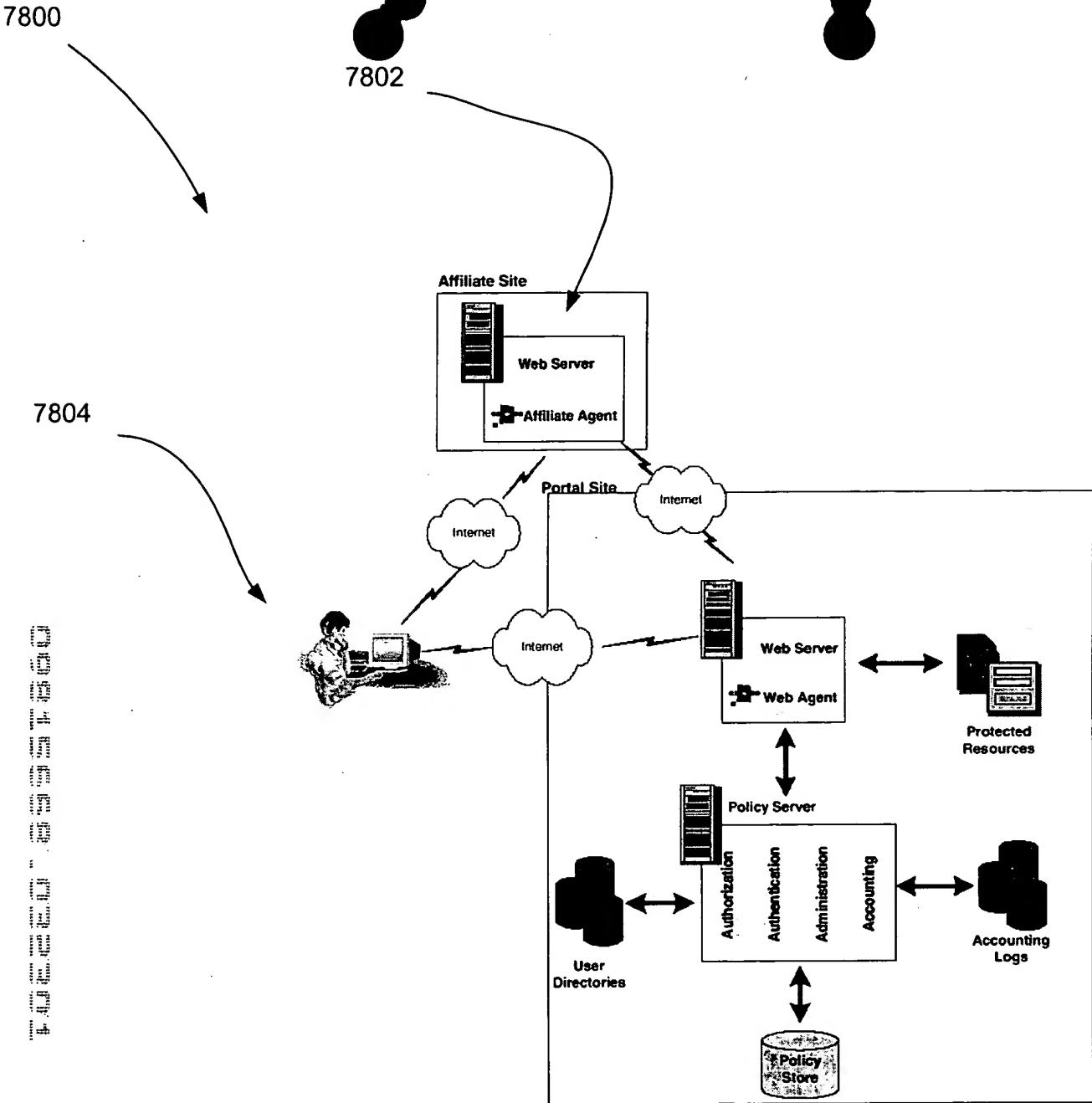
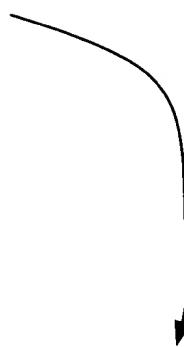


Fig. 78

7900



7902

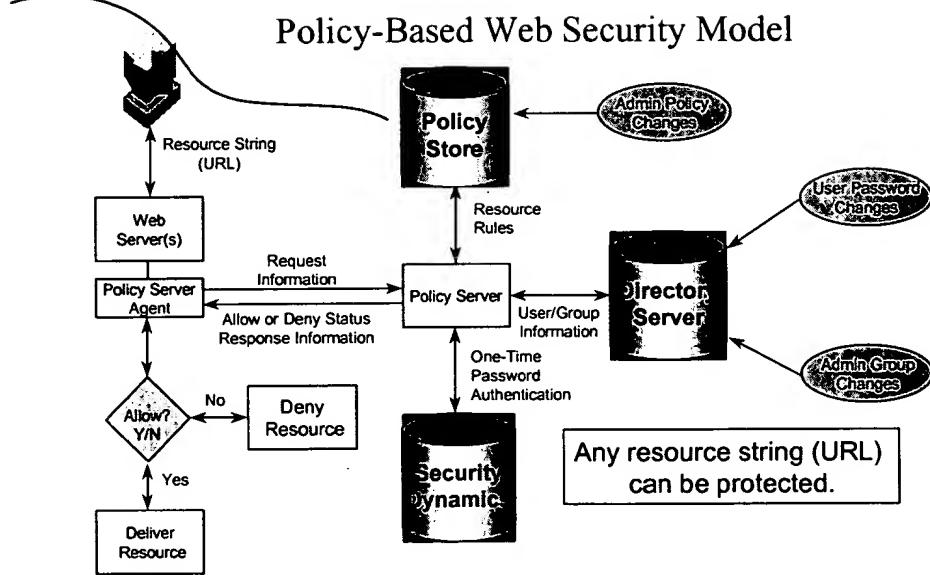
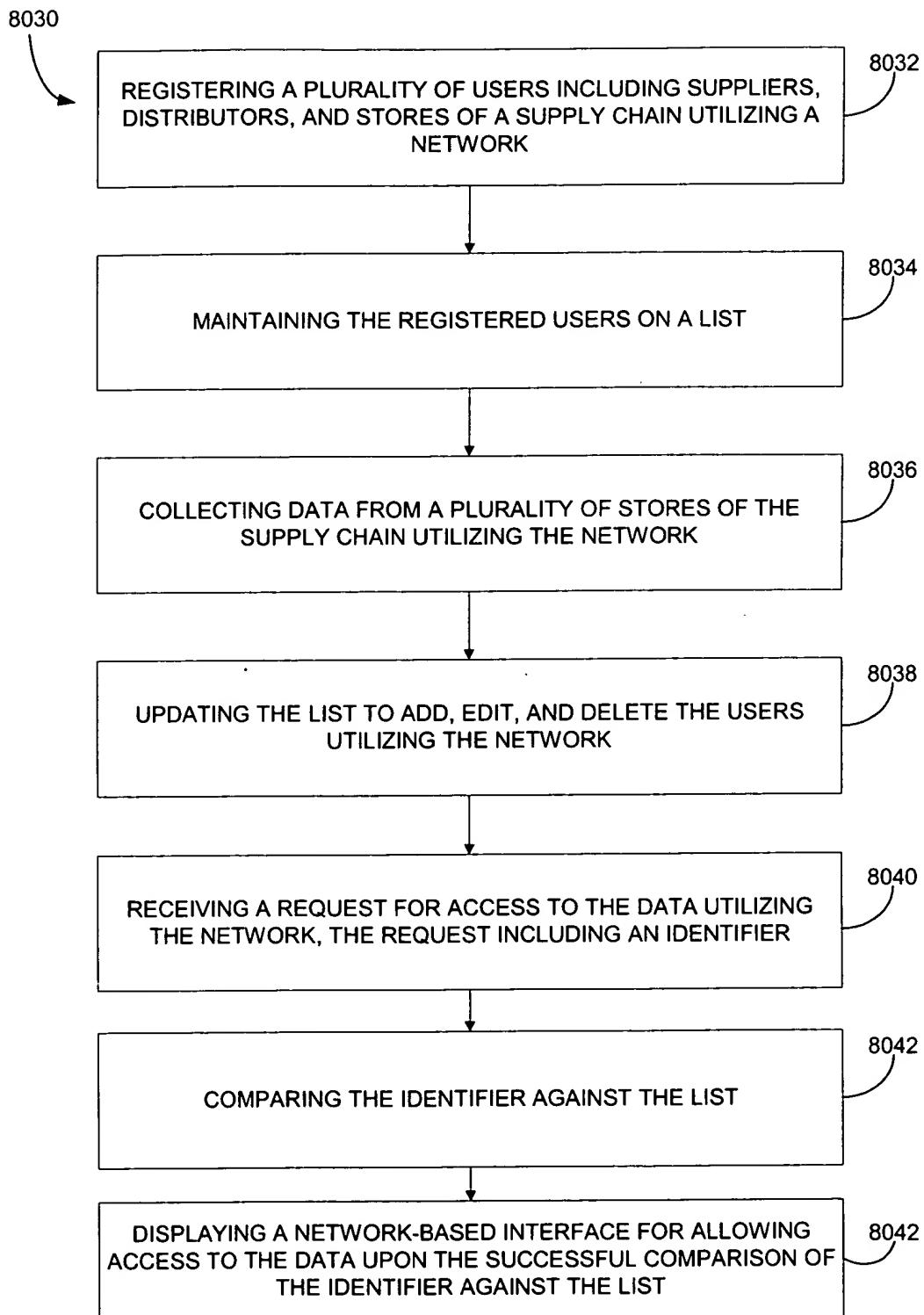
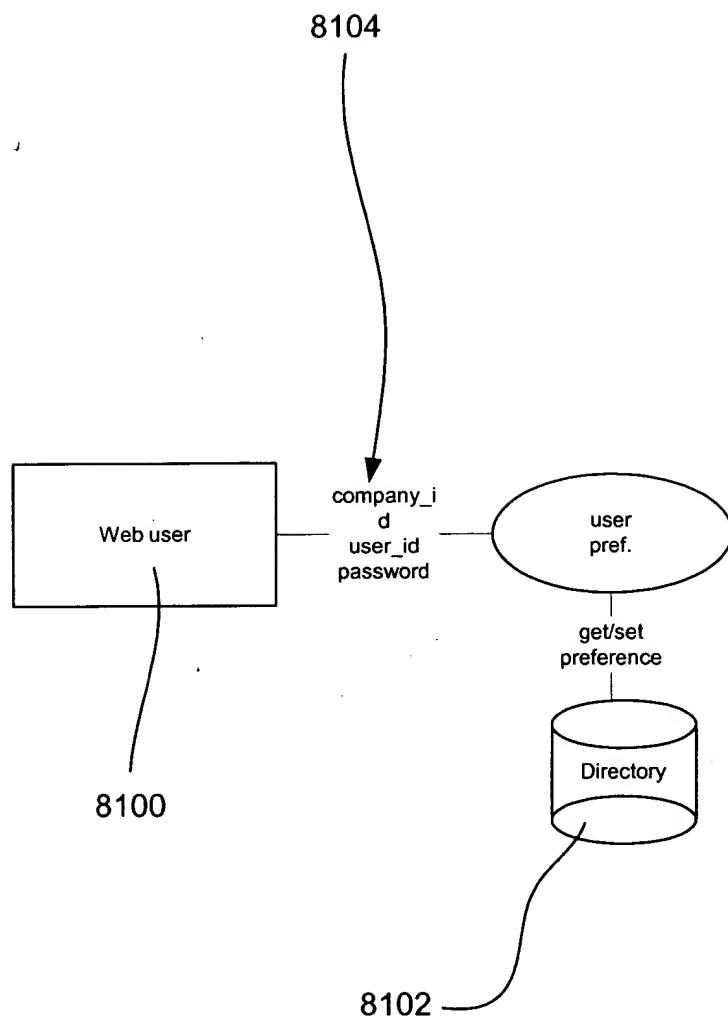


Fig. 79



**FIG. 80**



**Fig. 81**

8200

8202

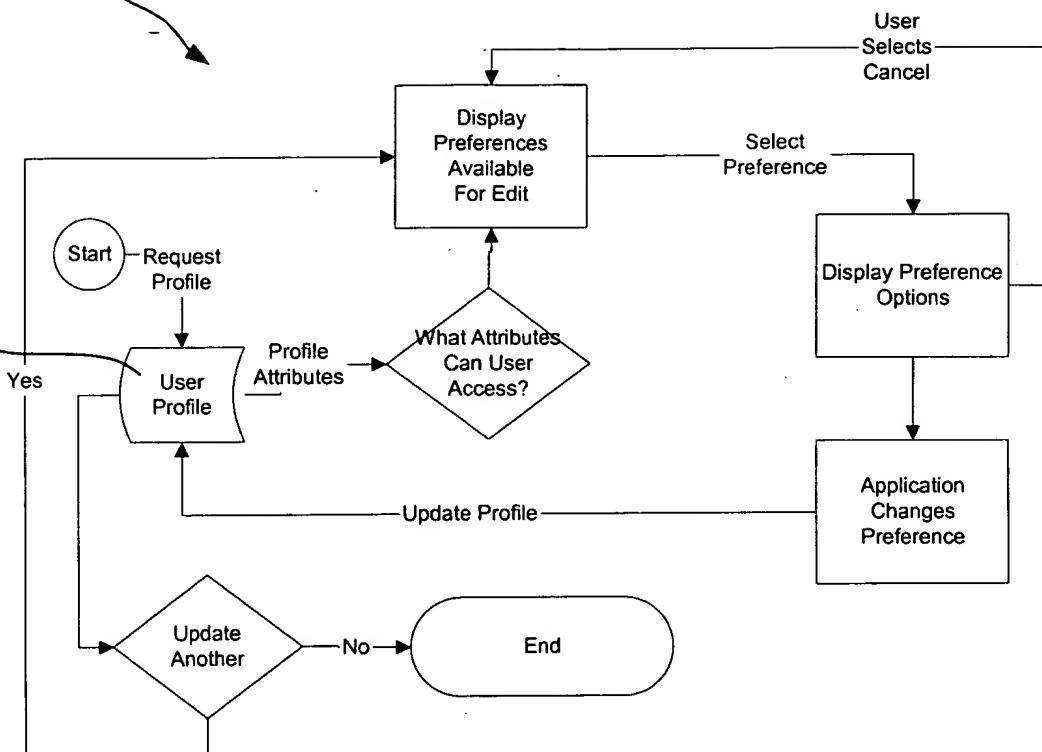
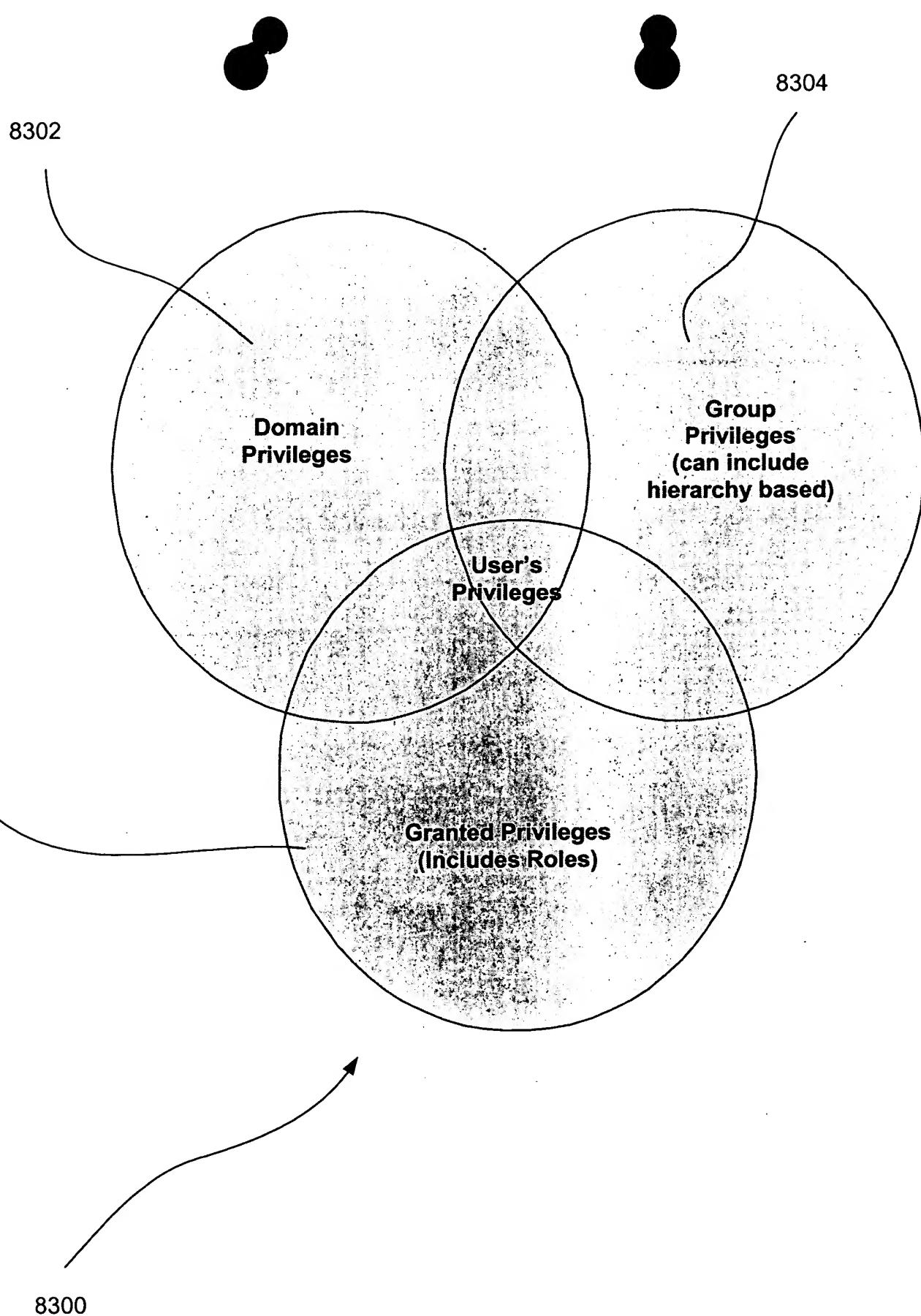


Fig. 82



**Fig. 83**

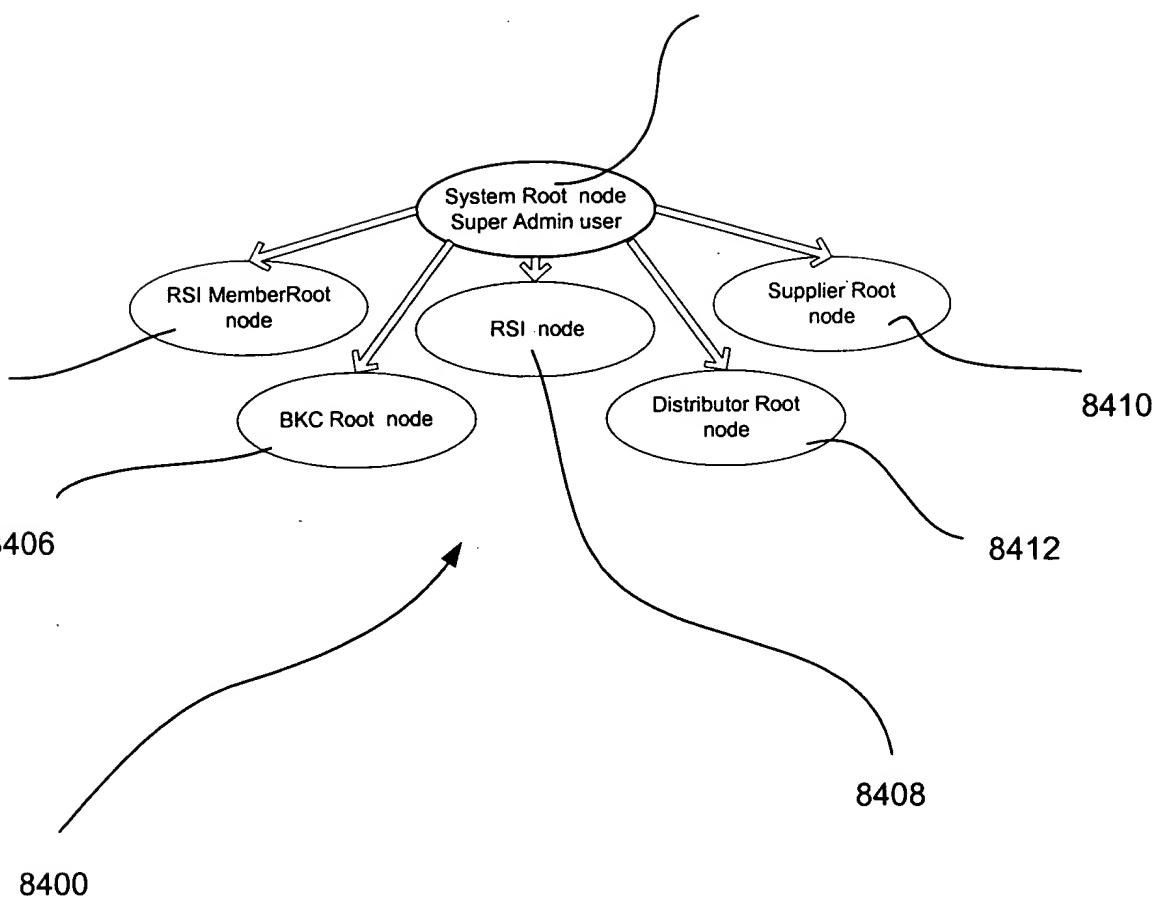
8404  
8406  
8400

8402

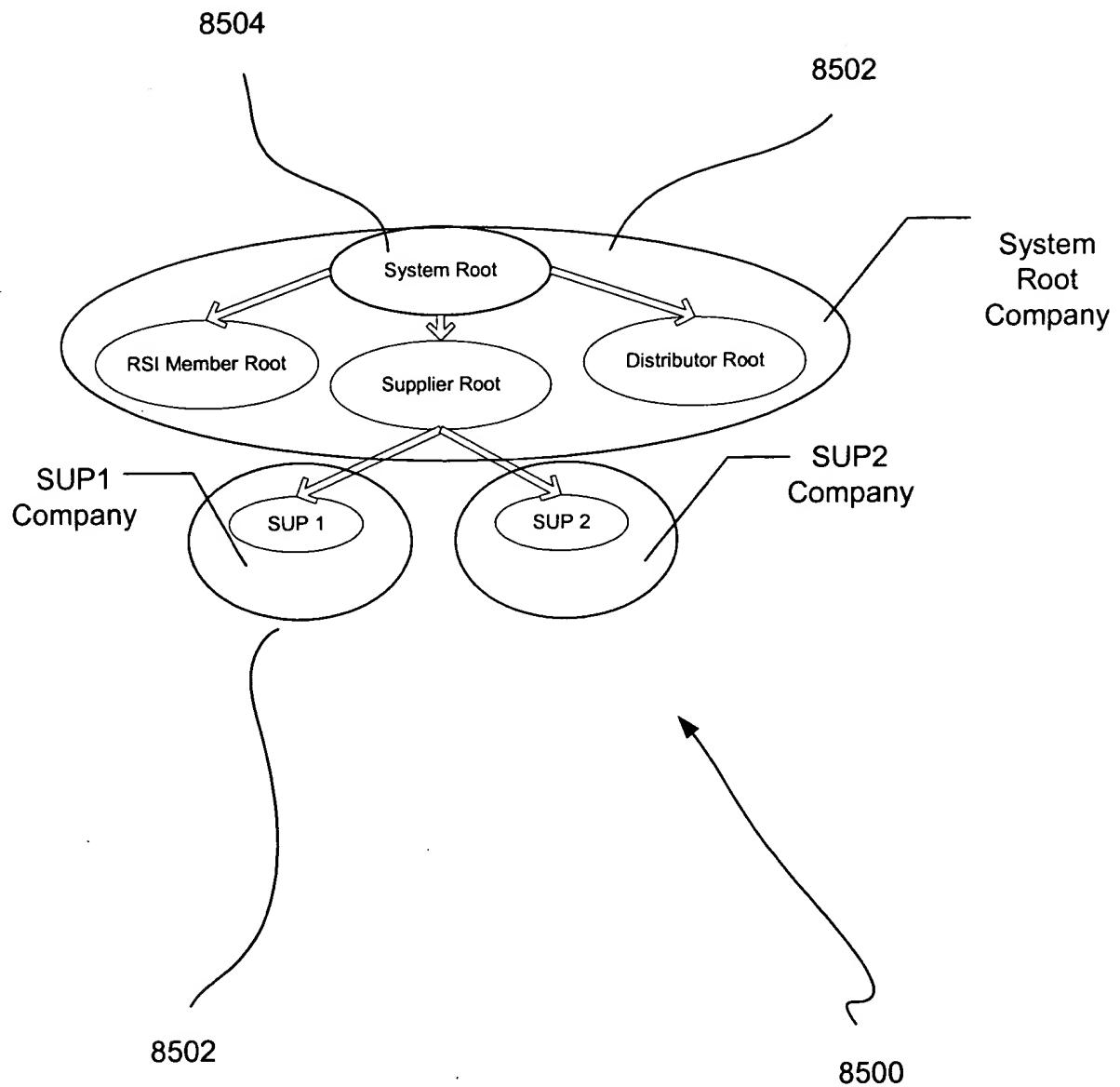
8410

8412

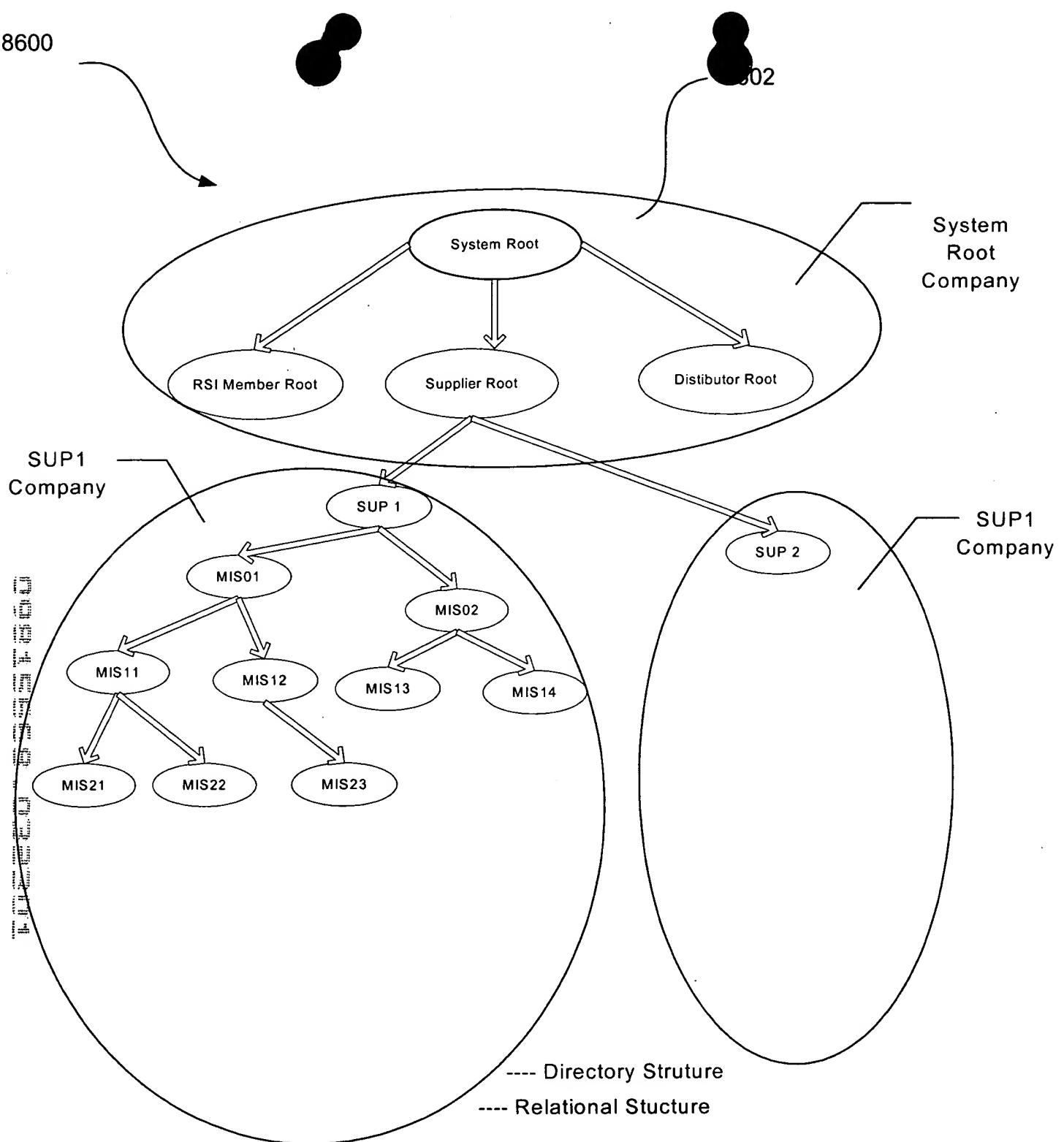
8408



**Fig. 84**



**Fig. 85**



**Fig. 86**

## Group Hierarchy Management: Data Flow

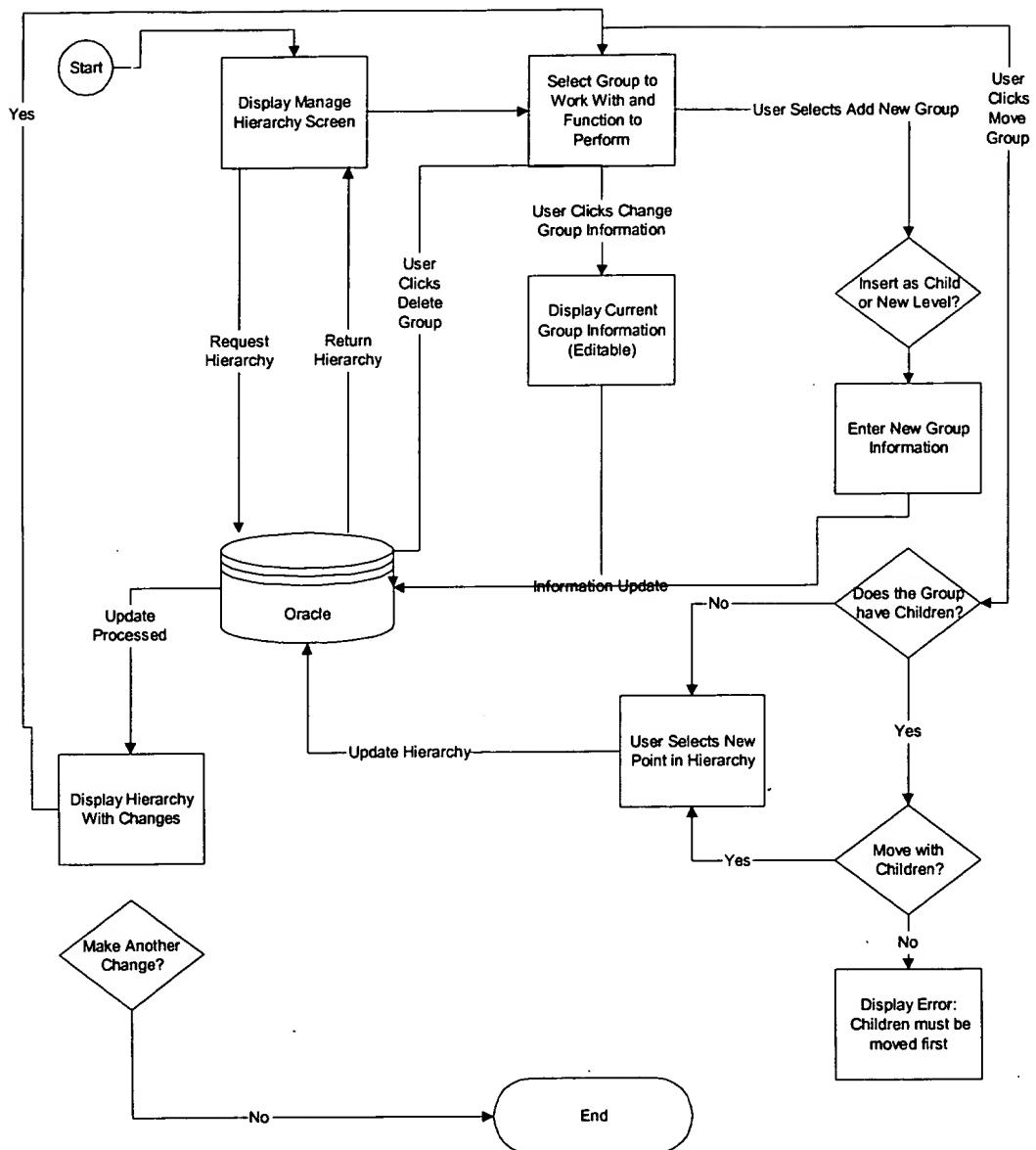
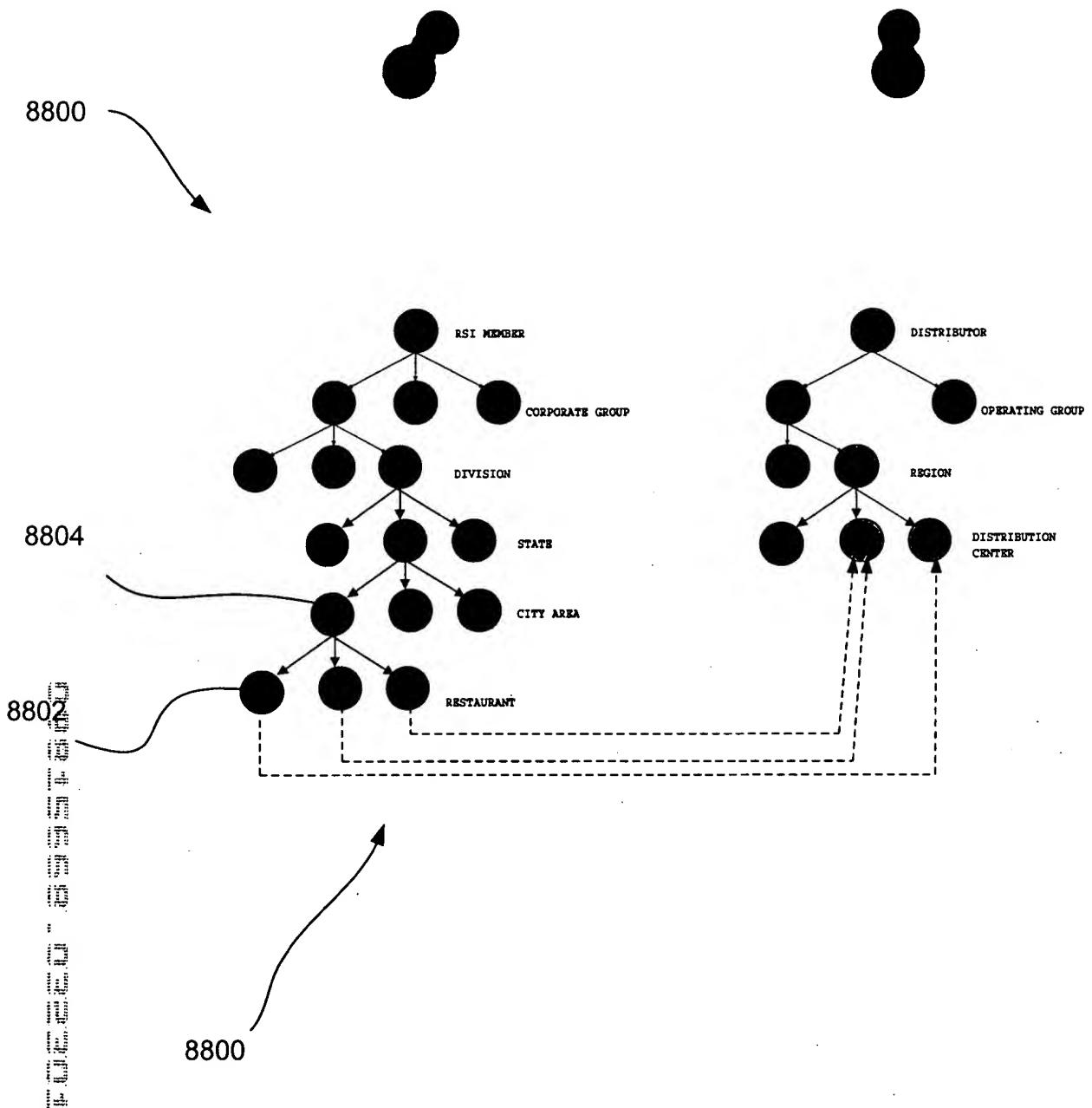


Fig. 87



**Fig. 88**

8902

1400

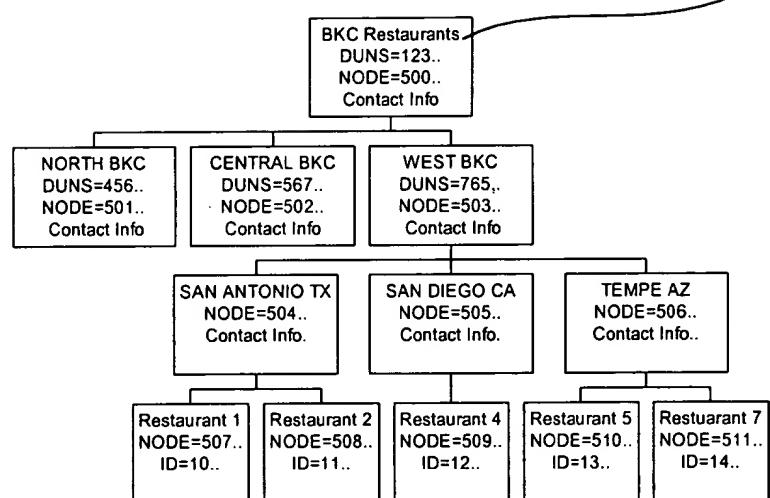
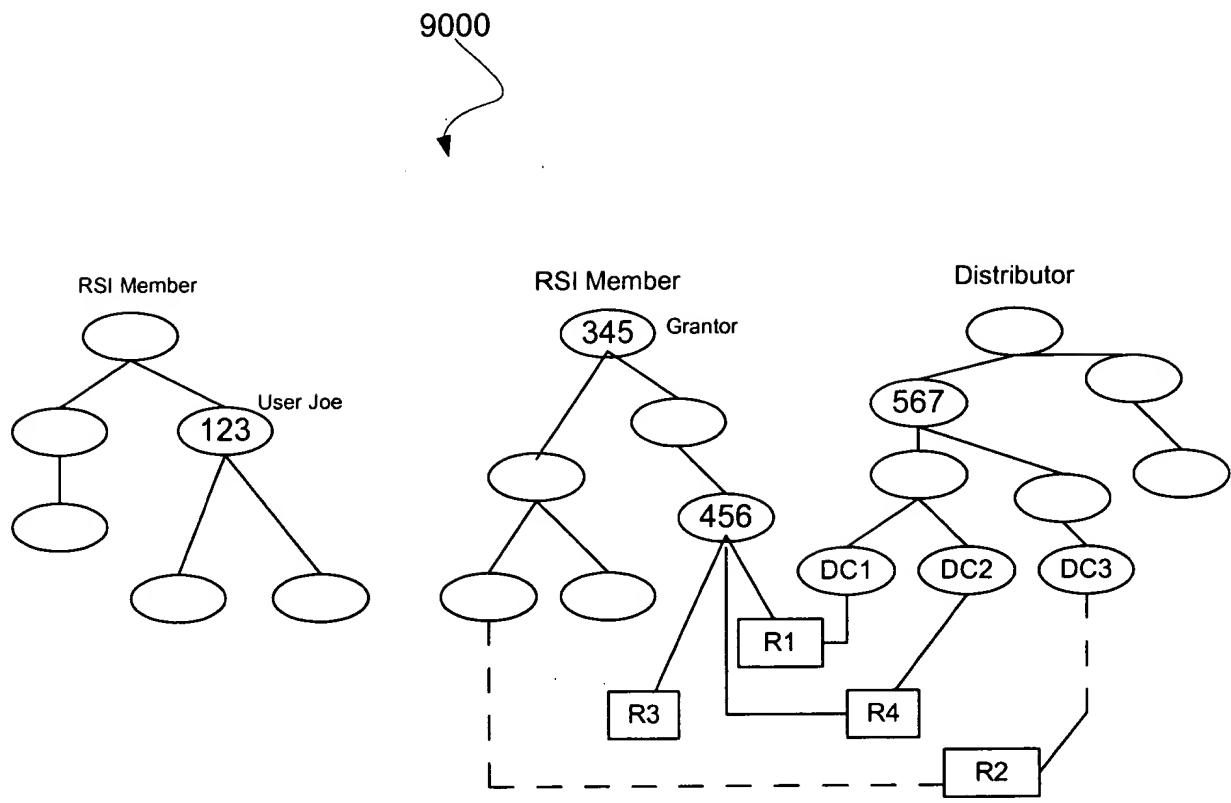


Fig. 89



**FIG. 90**

9100

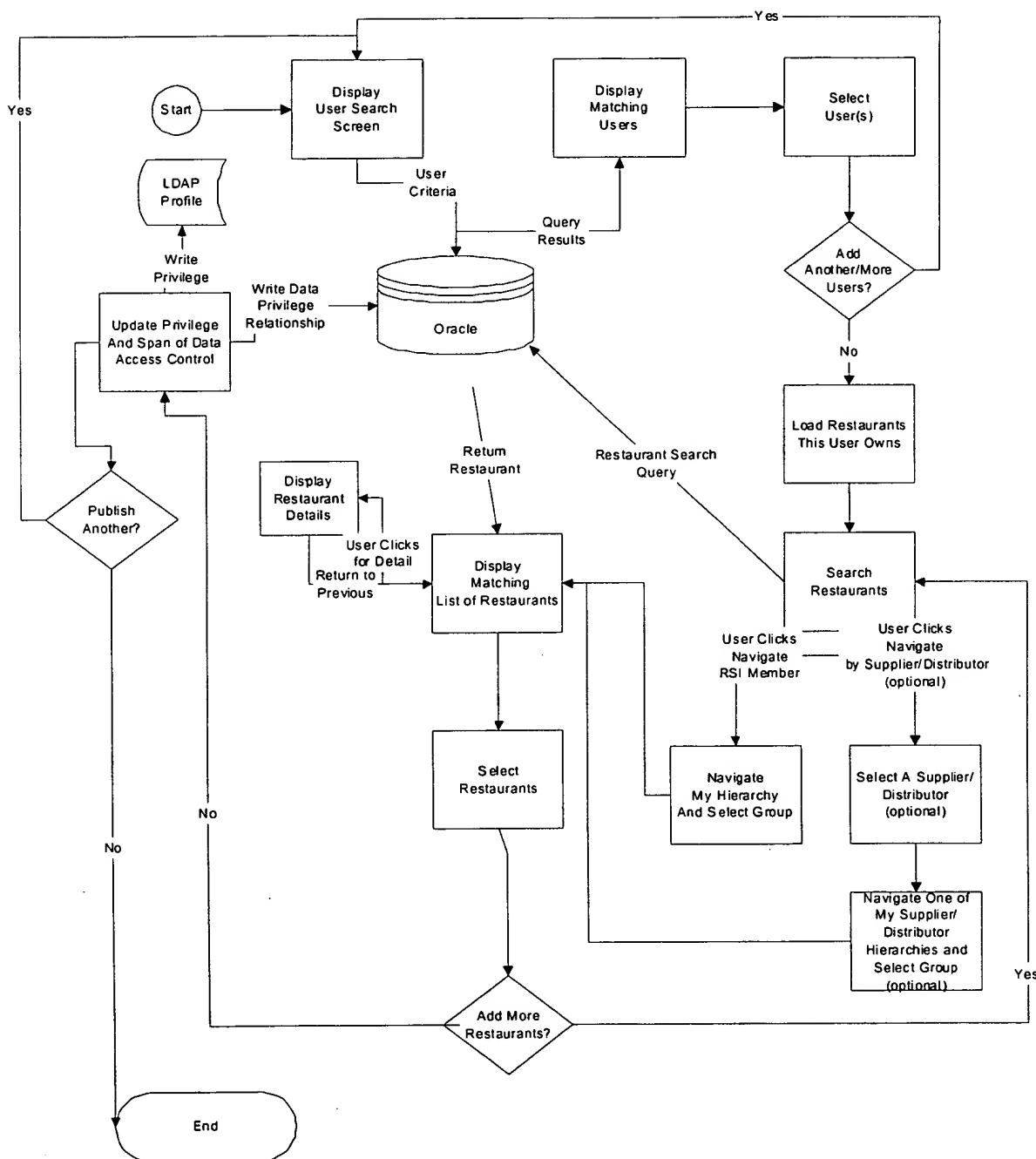
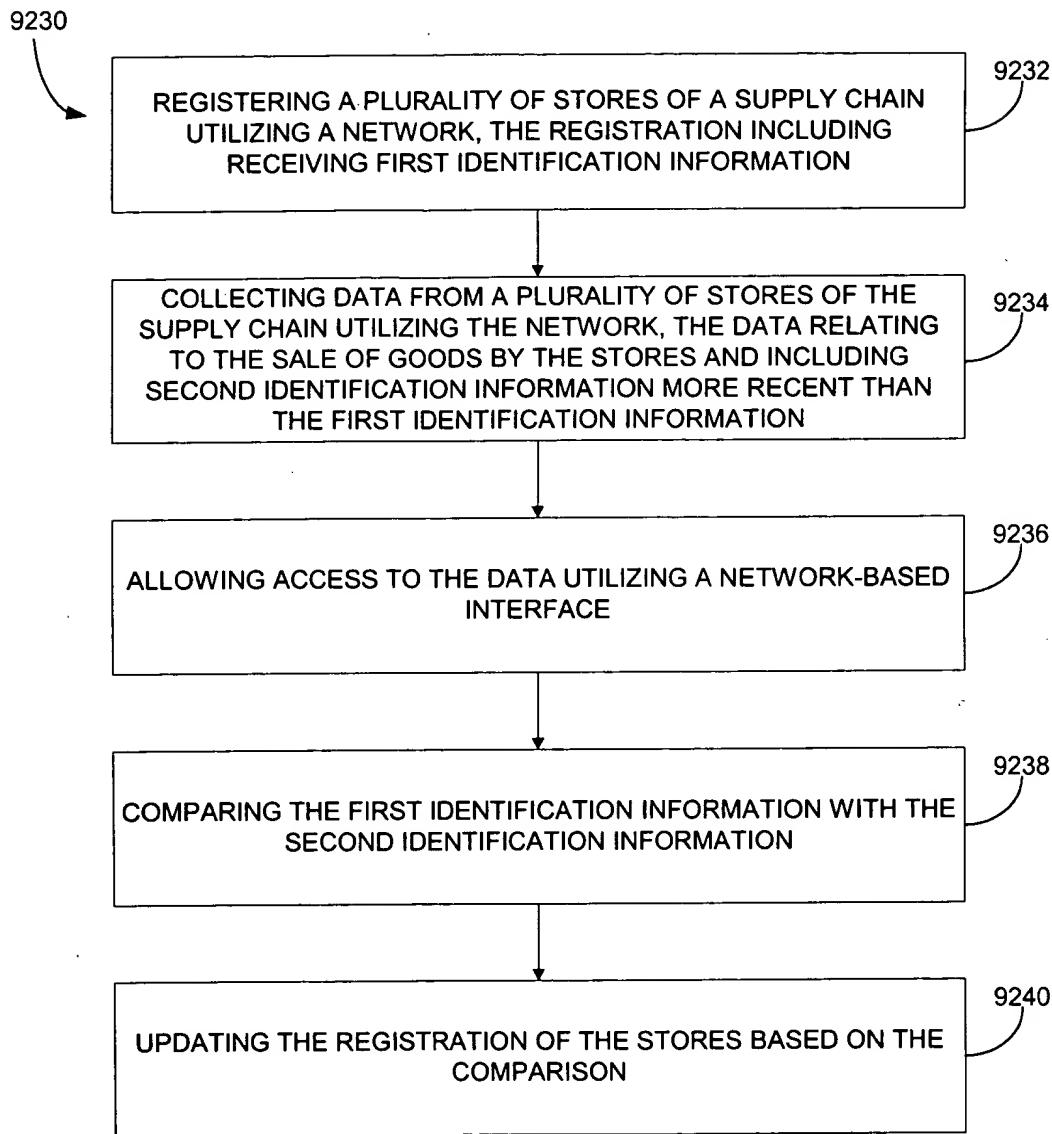
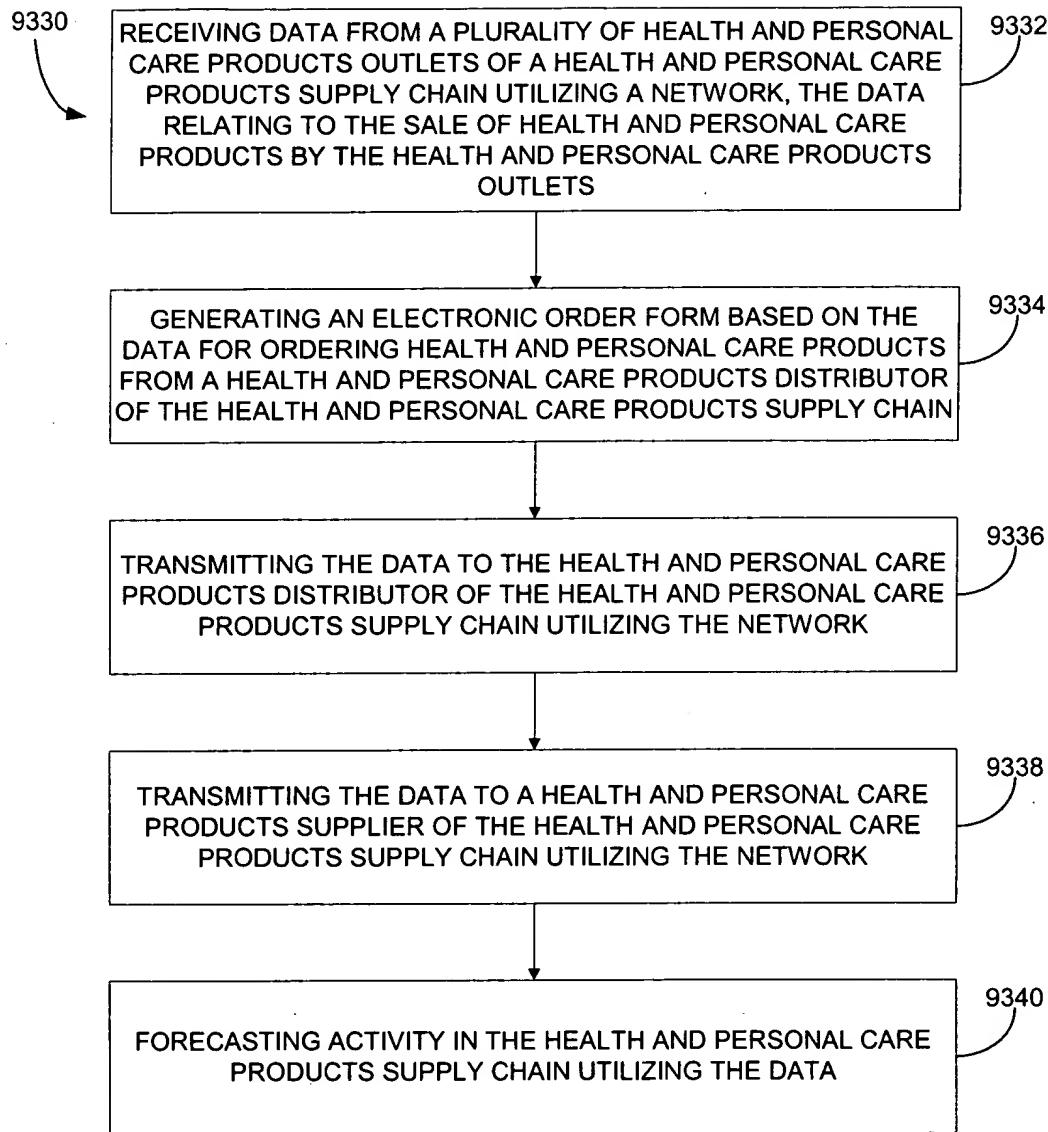


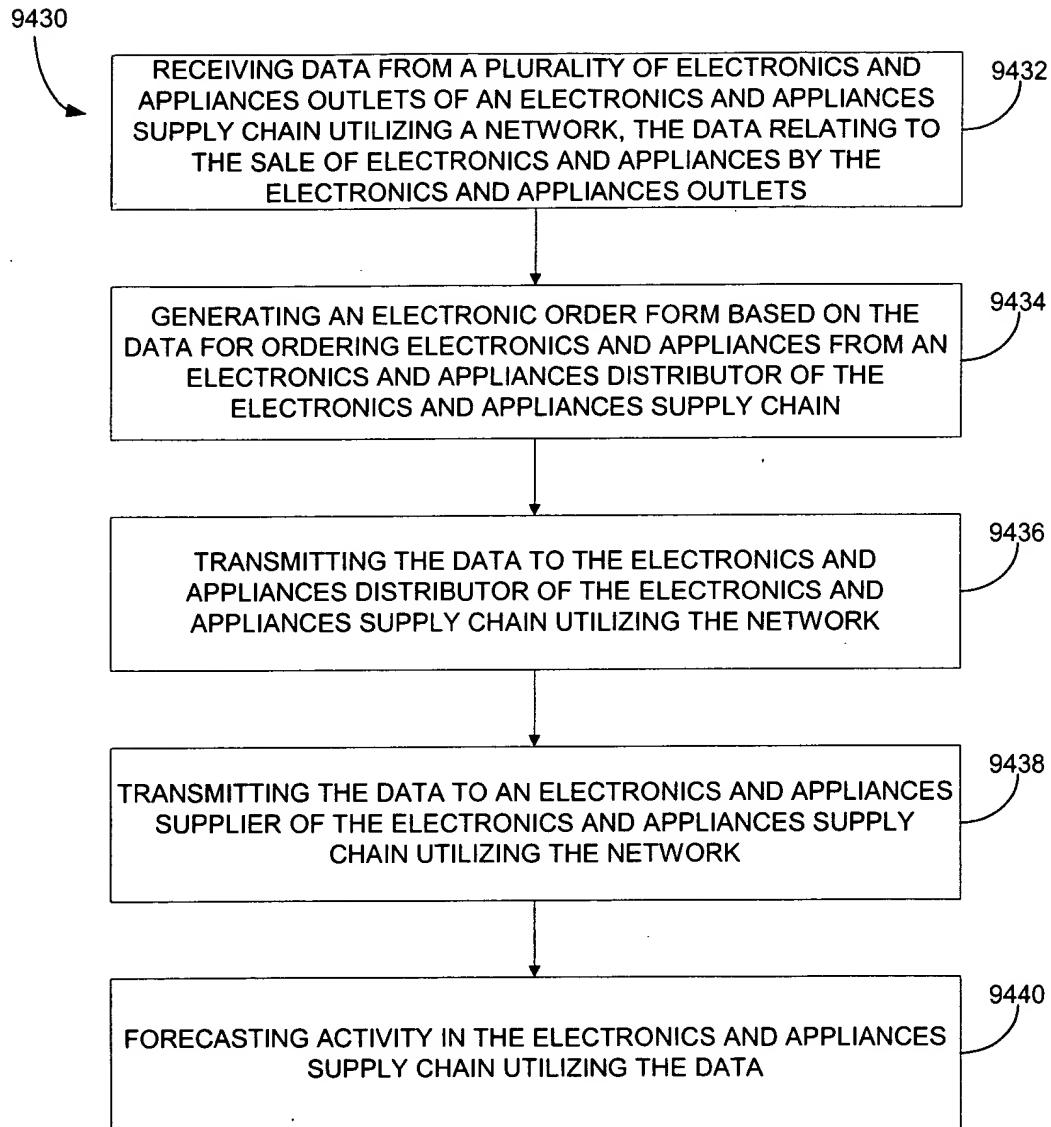
Fig. 91



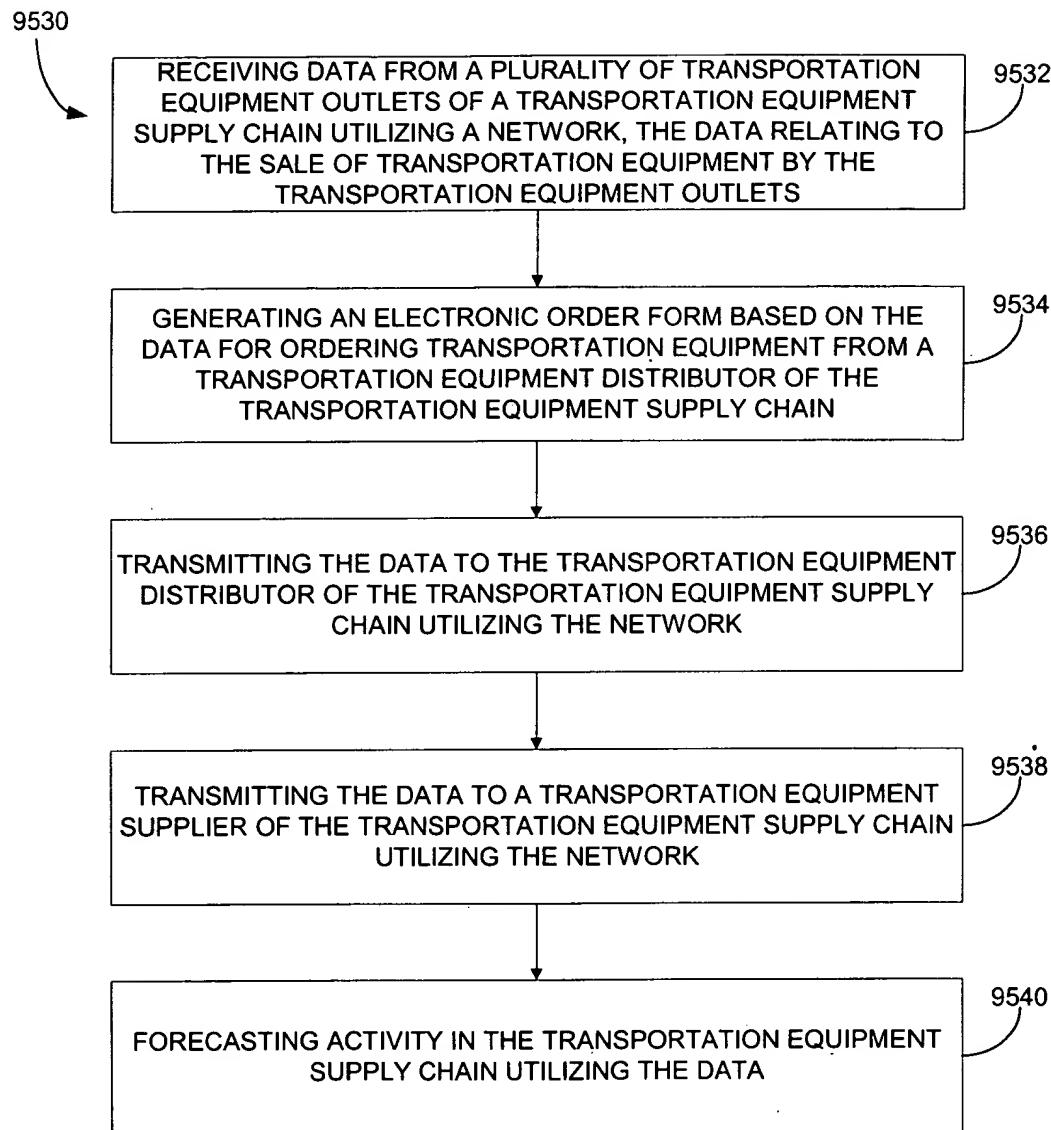
**FIG. 92**



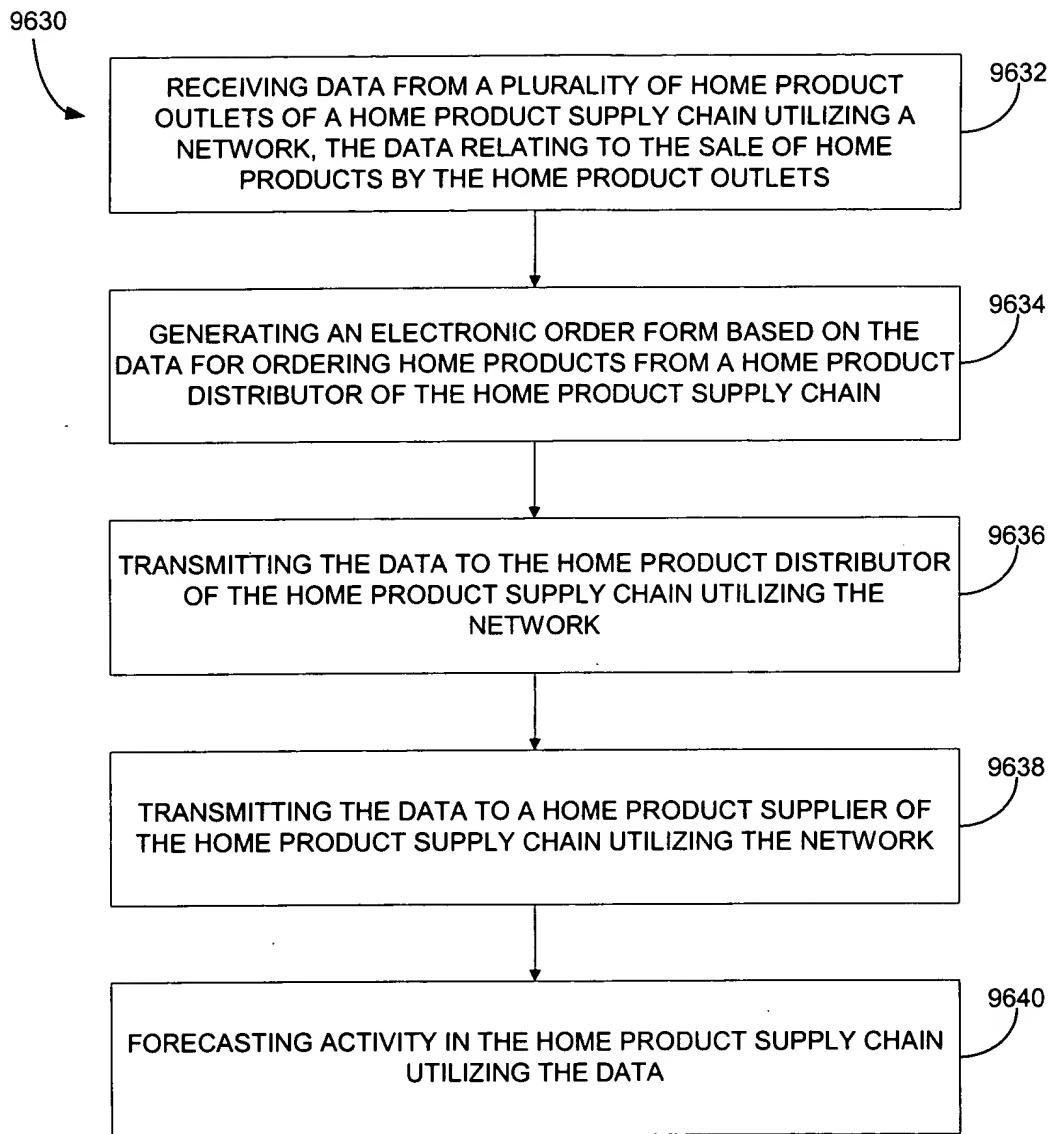
**FIG. 93**



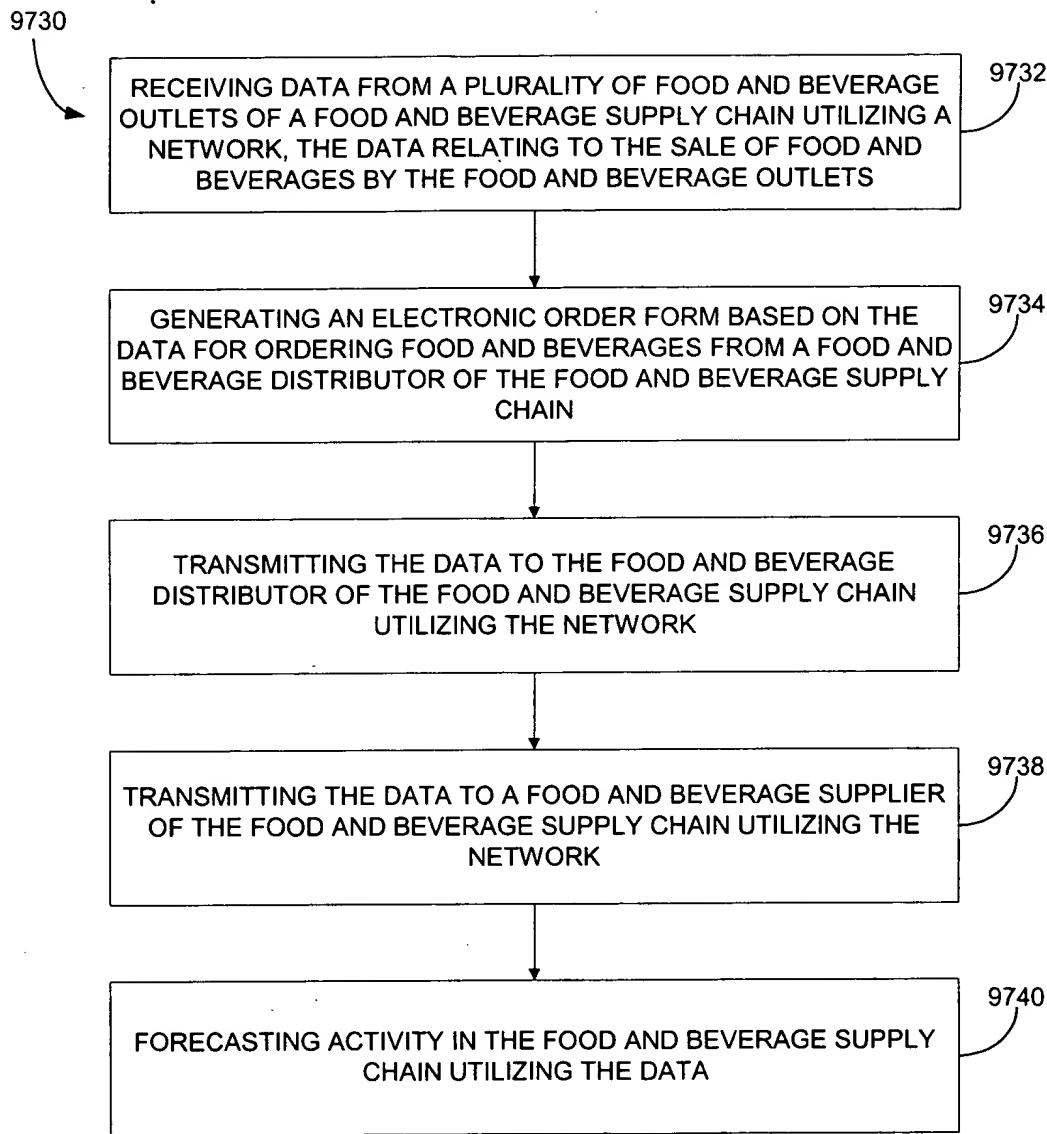
**FIG. 94**



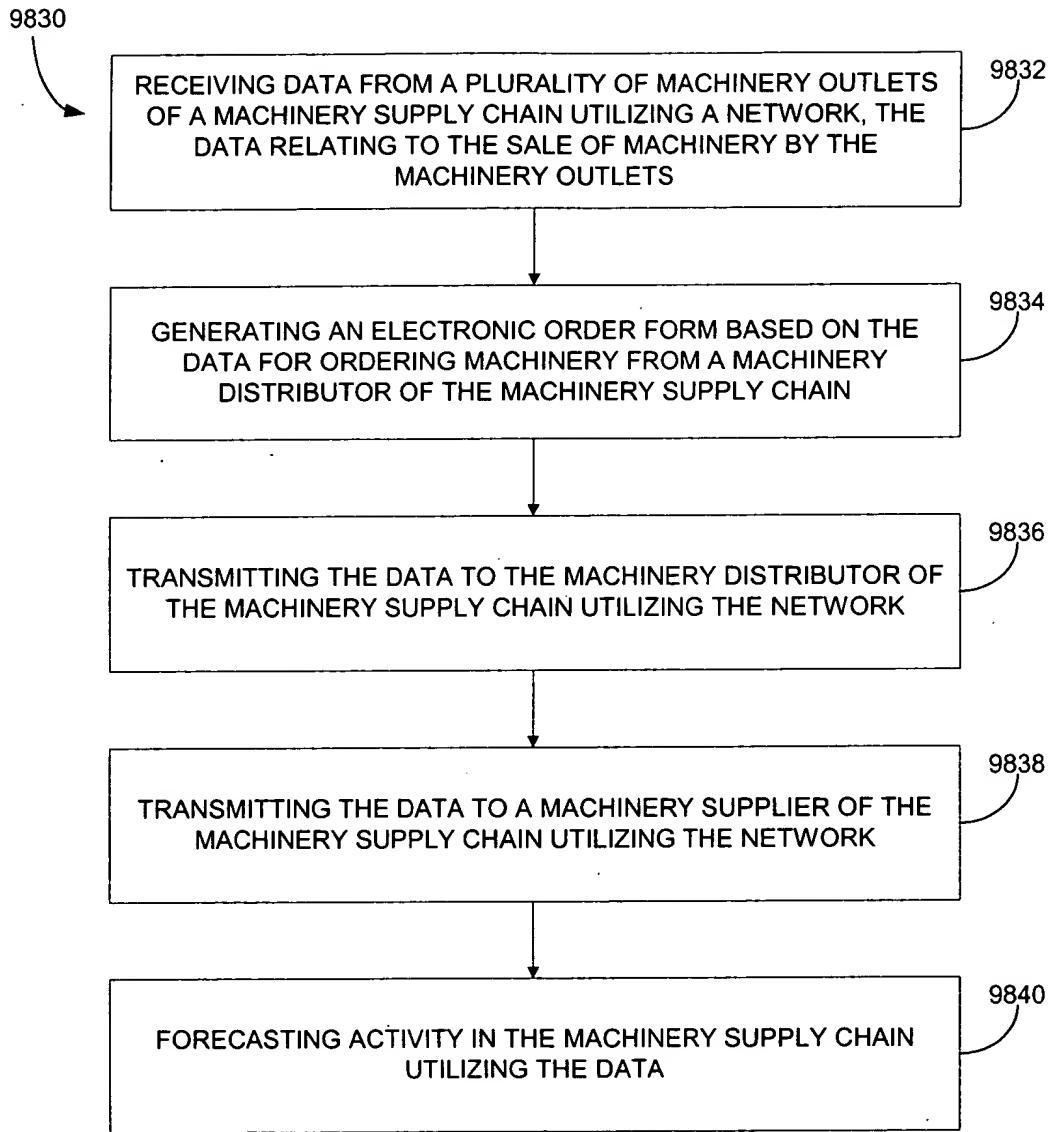
**FIG. 95**



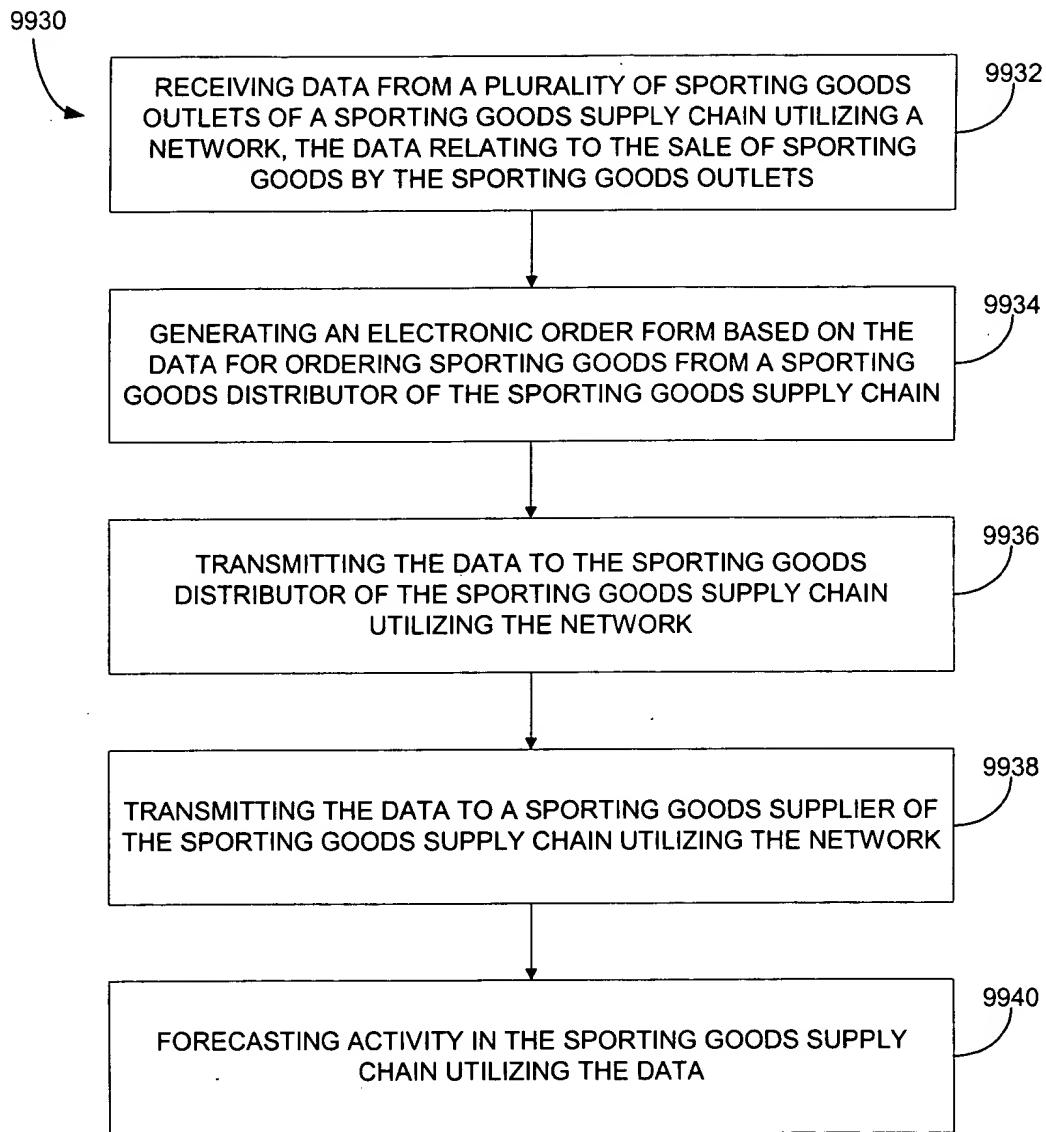
**FIG. 96**



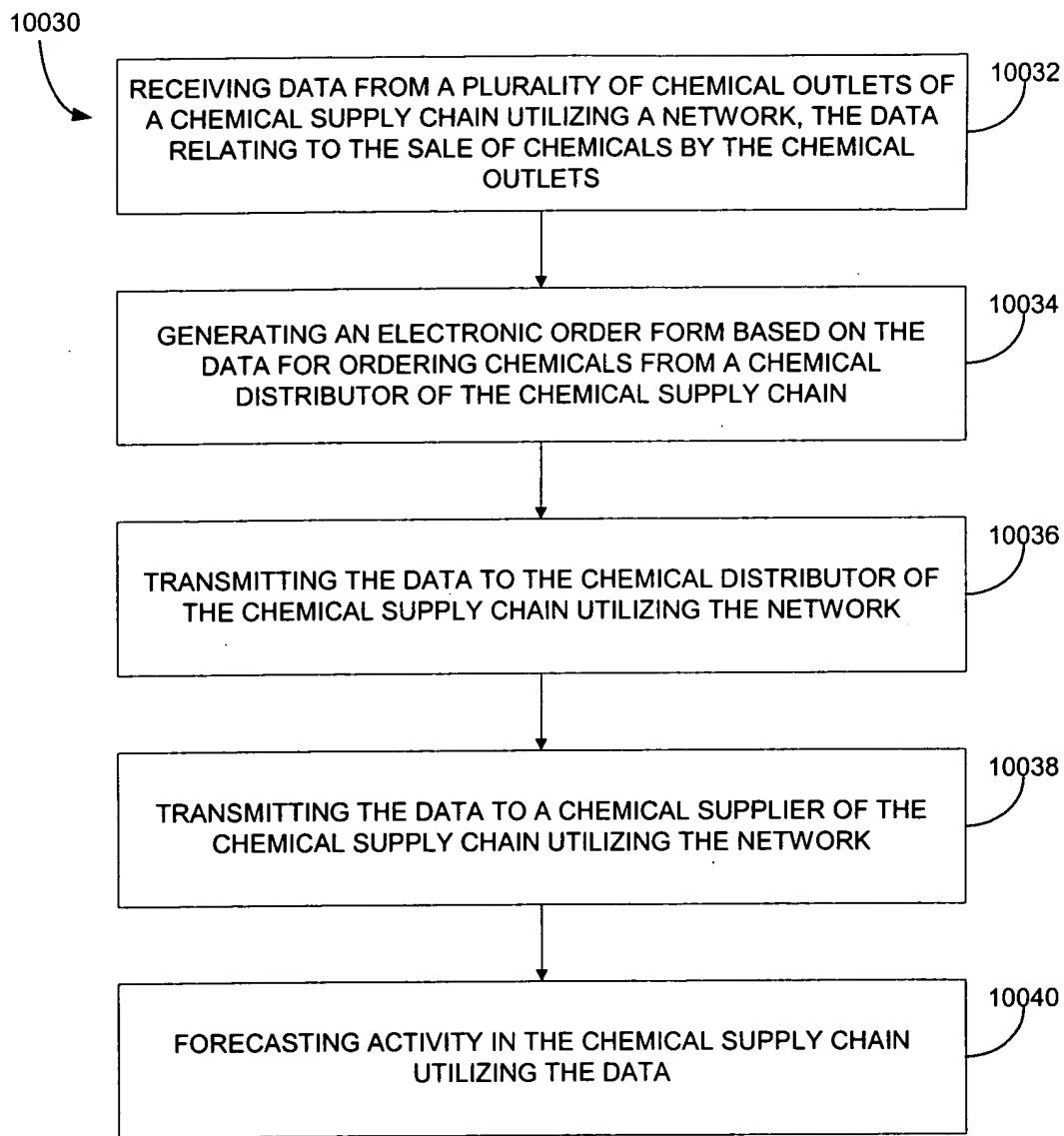
**FIG. 97**



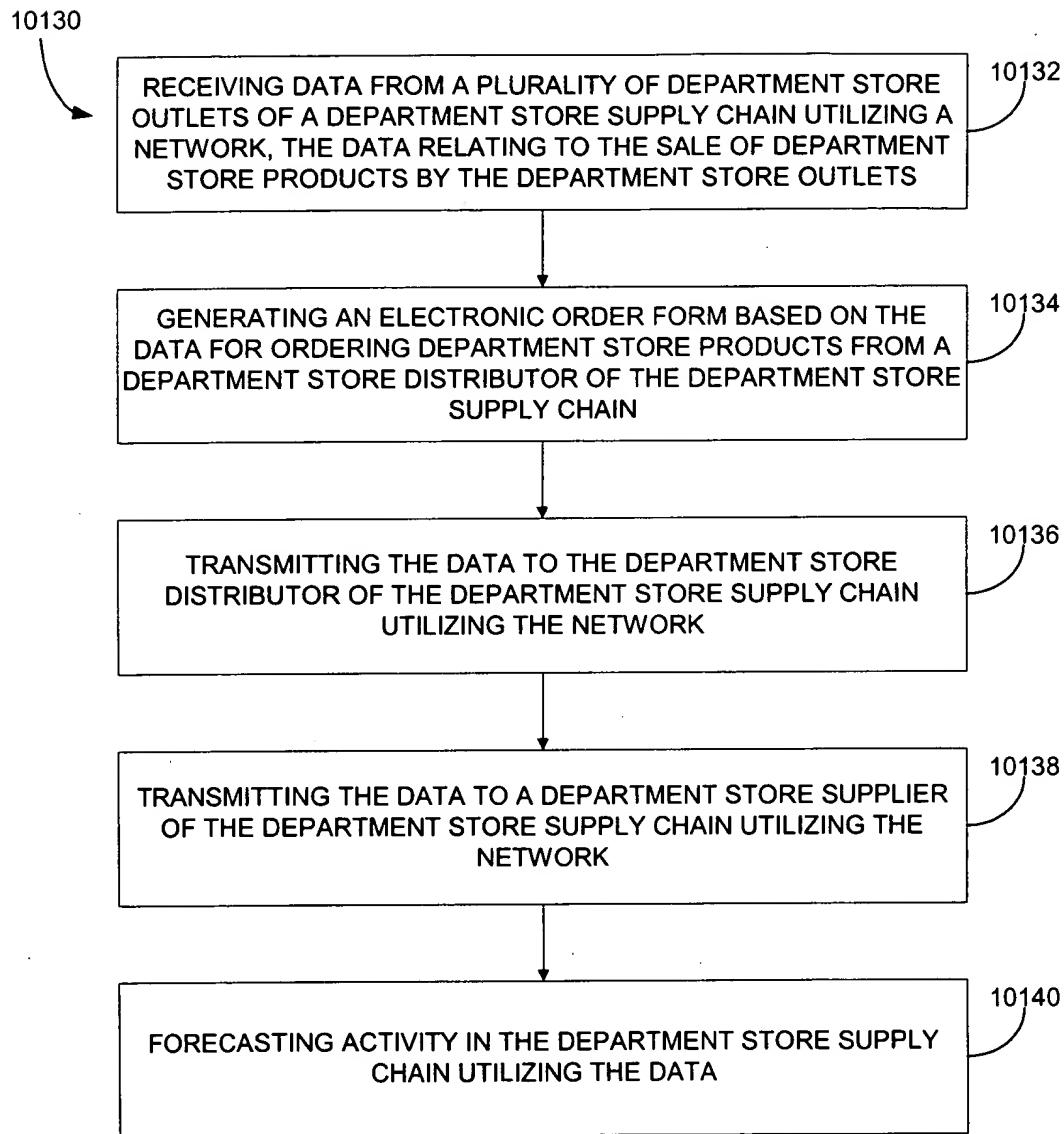
**FIG. 98**



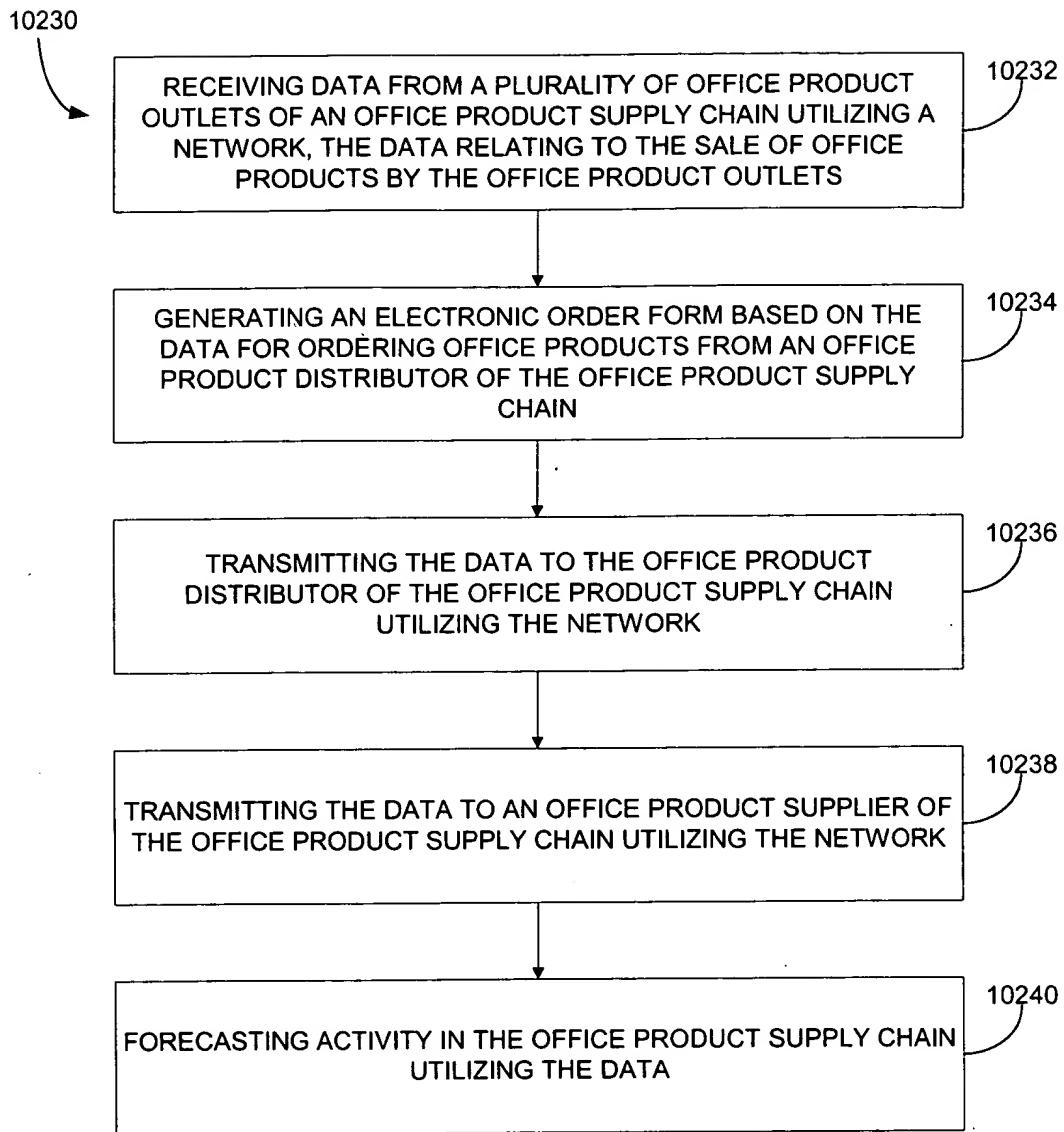
**FIG. 99**



**FIG. 100**



**FIG. 101**



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF BOOKS BY THE BOOK OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING BOOKS FROM A BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

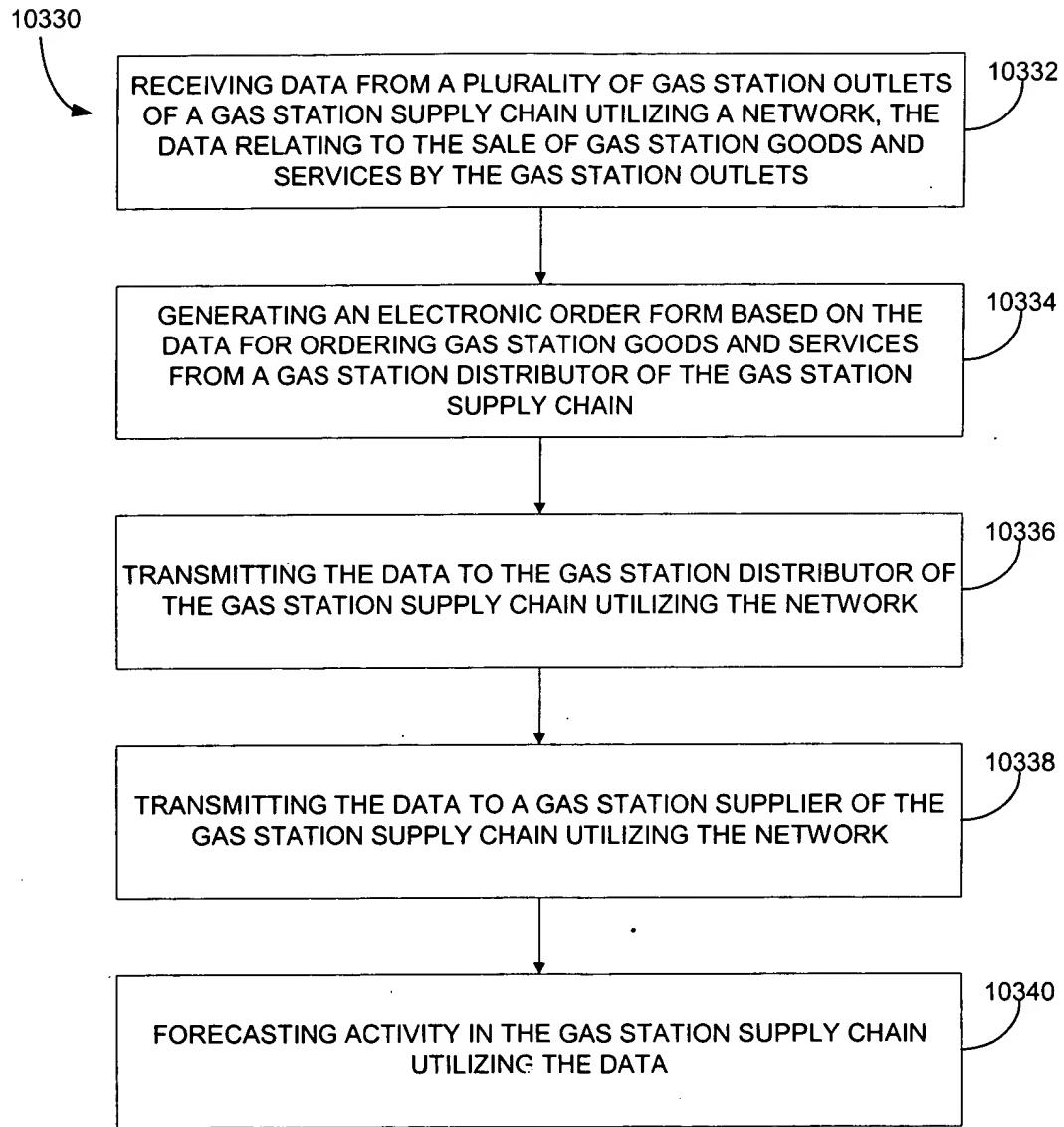
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

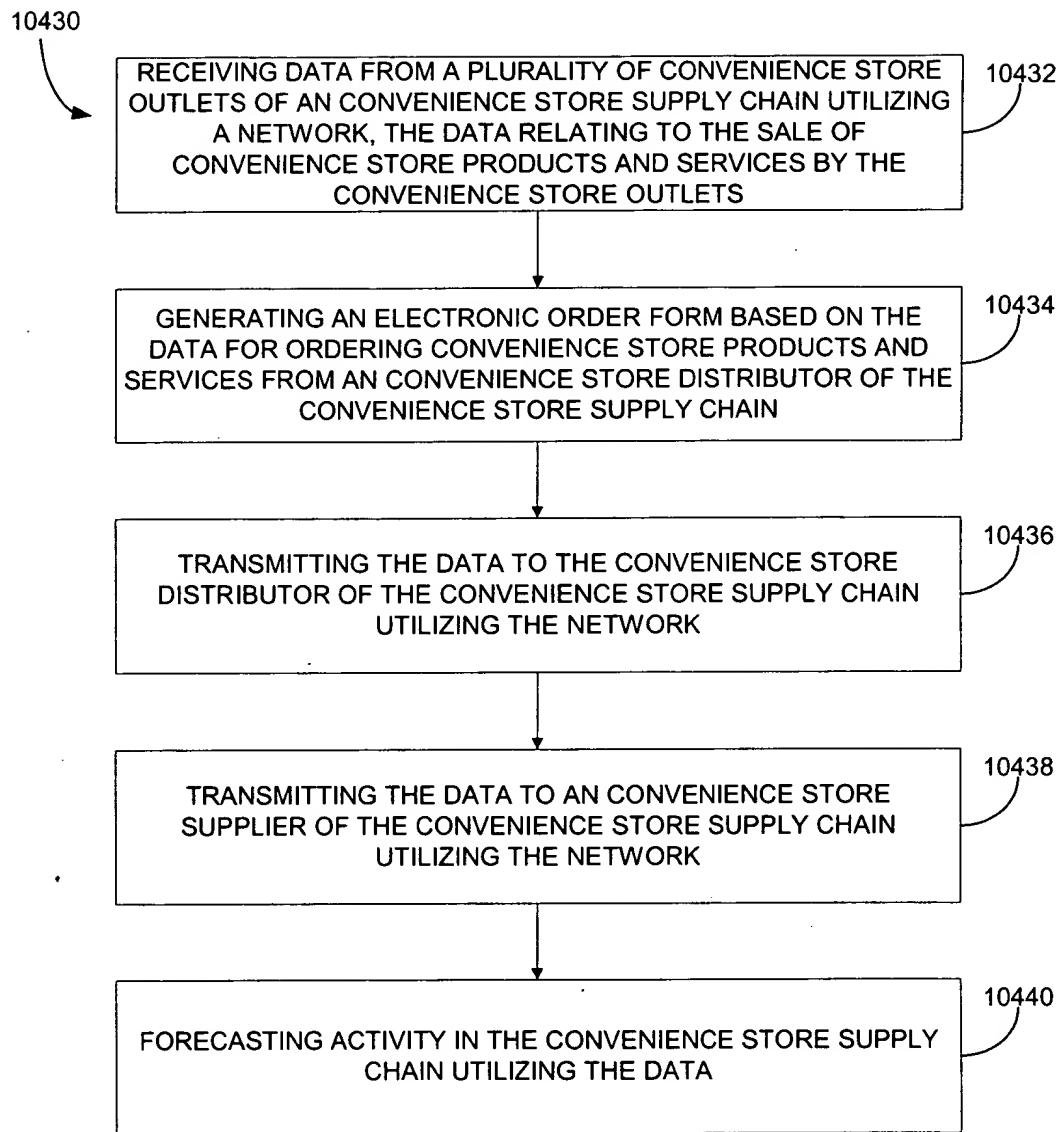
FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN UTILIZING THE DATA

10270

**FIG. 102B**



**FIG. 103**



**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN UTILIZING THE DATA

10462

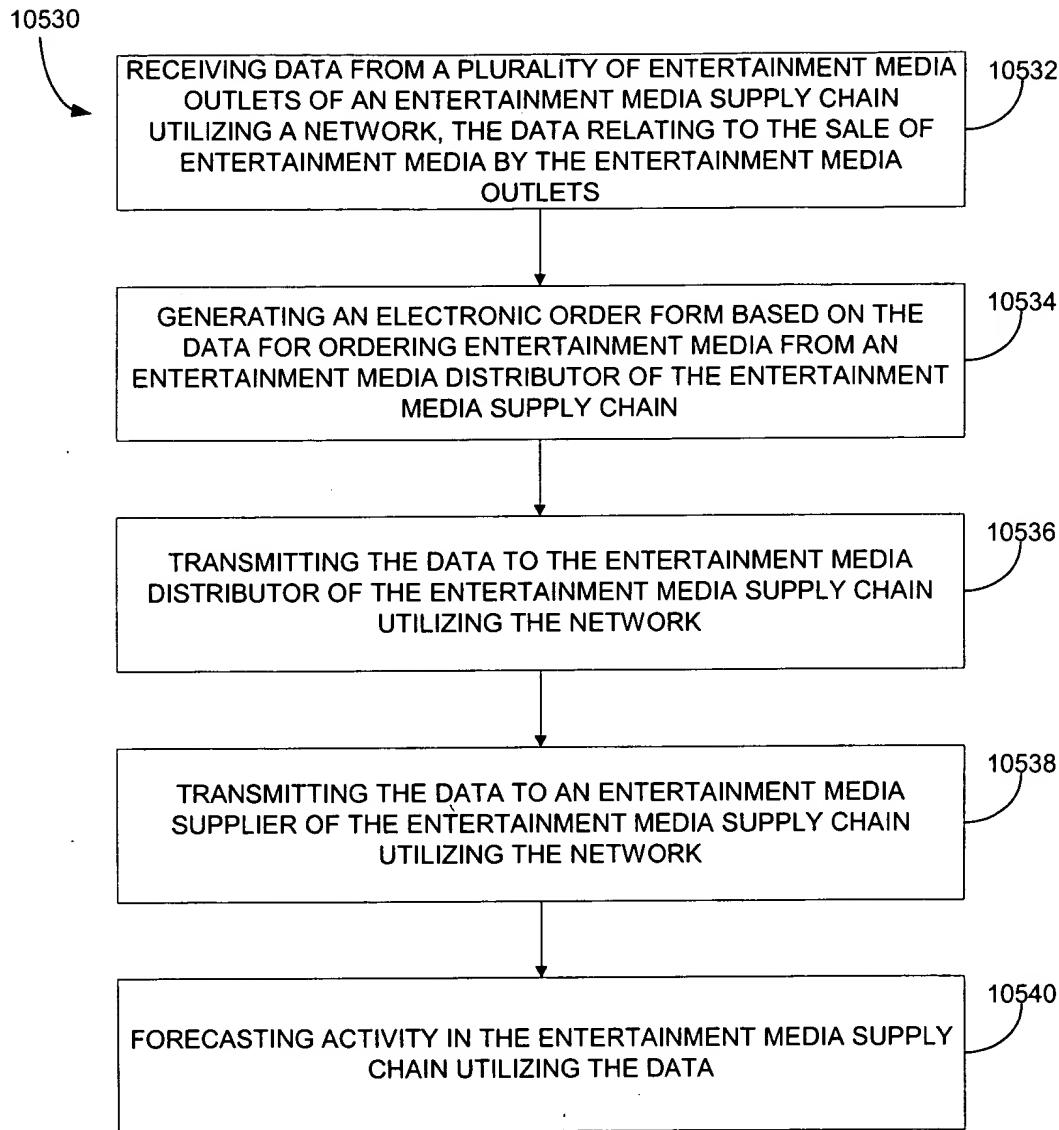
10464

10466

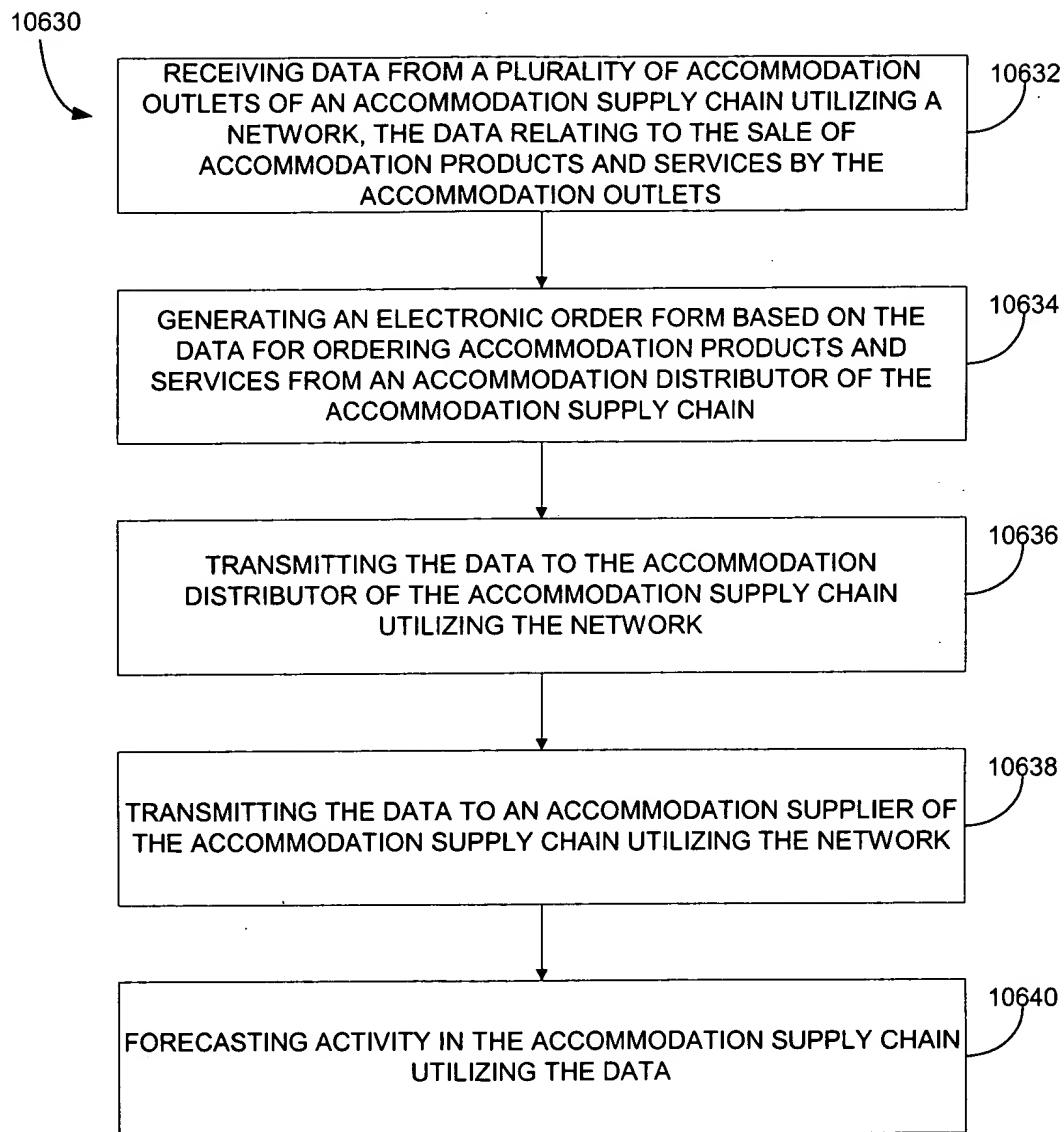
10468

10470

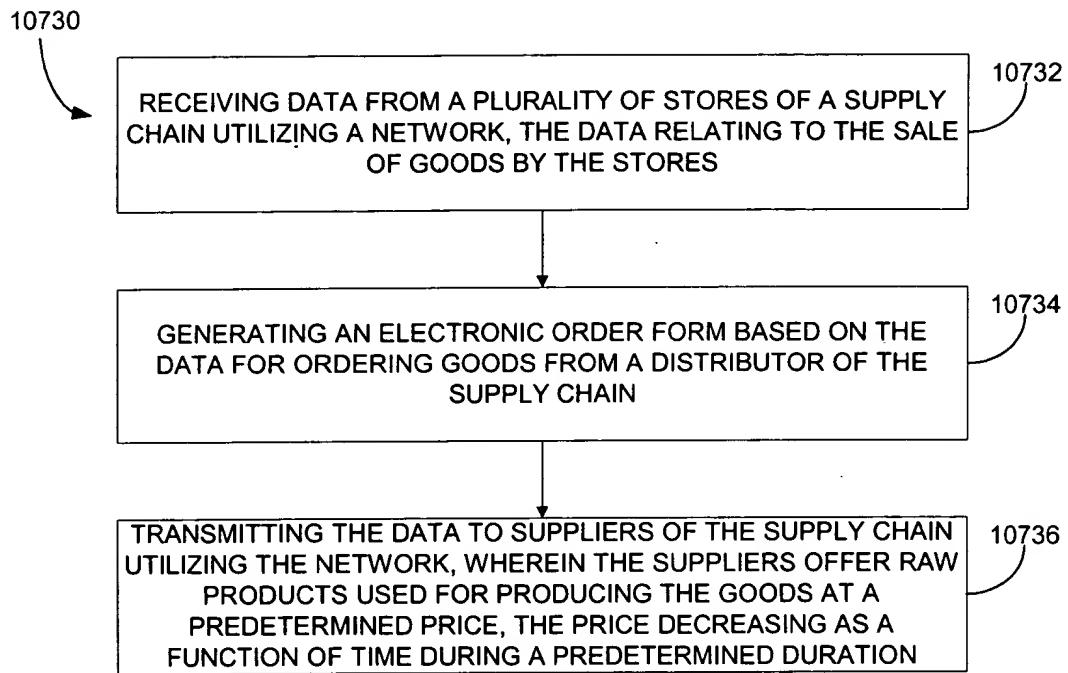
**FIG. 104B**



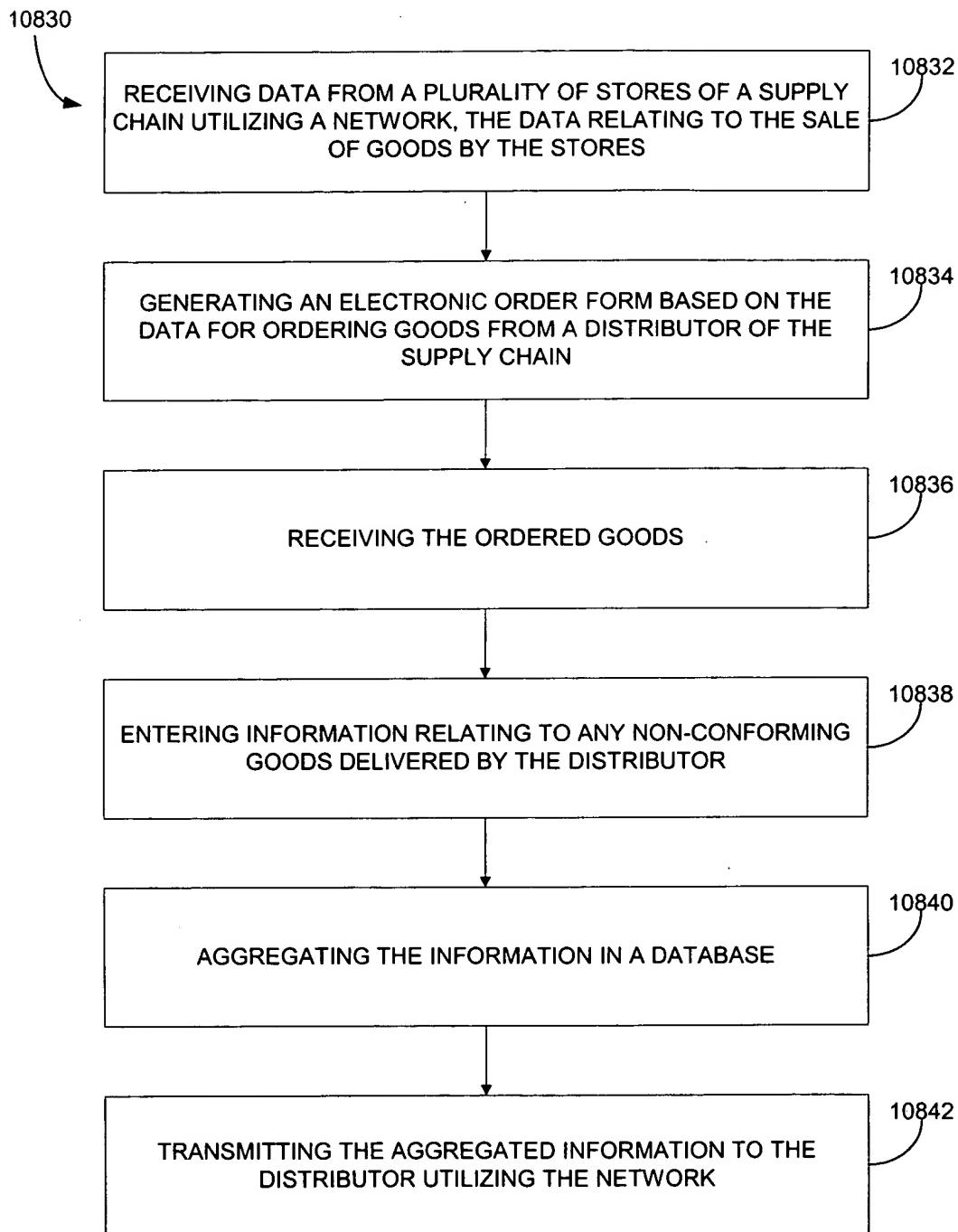
**FIG. 105**



**FIG. 106**



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

11202

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A  
SUPPLY CHAIN PARTICIPANT

11204

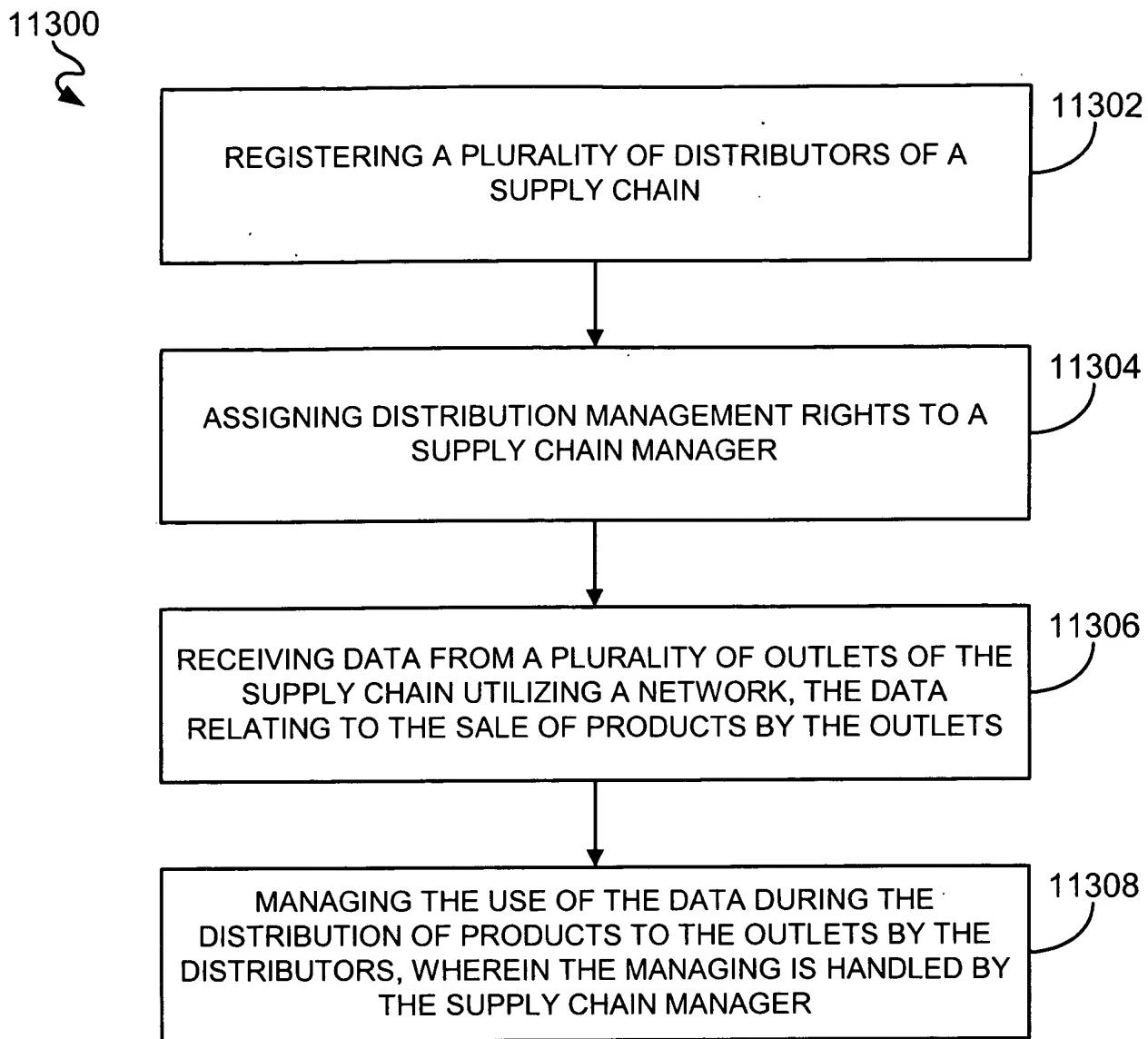
RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS  
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11206

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE  
WITH THE DATA

11208

**FIG. 112**



**FIG. 113**

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

11404

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

11408

**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

**FIG. 116**

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

11704

PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A  
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE  
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED  
OVER THE NETWORK

11708

**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE INVOICE REFLECTS A SECOND PRICE FOR THE PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM THE FIRST PRICE

11808

**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11902

11904

11906

11908

**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

**FIG. 122**

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12302

12304

12306

**FIG. 123**

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

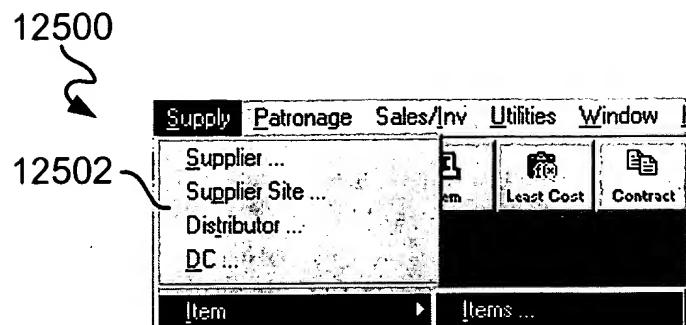
GENERATING A CALENDAR OF EVENTS

12404

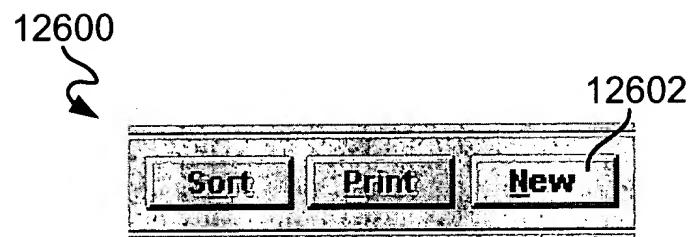
ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

12406

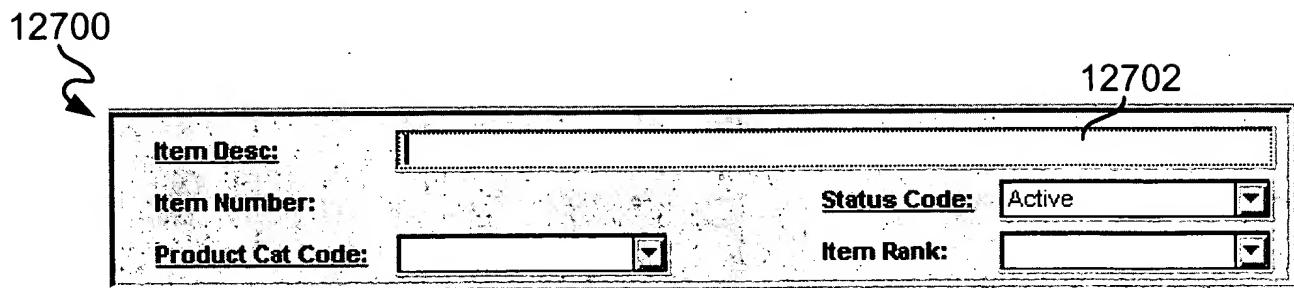
**FIG. 124**



**FIG. 125**



**FIG. 126**



**FIG. 127**

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



**FIG. 129**

13000

Supplier Item Desc:	Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	
Items per Case:	5000	
Innerpack Contents:	5/1000	
Item Size:		
Case Length:		
Case Width:		
Case Depth:		
Case Dimension U.M:	INCHES	
Item Cube:	0.95	CUBIC FEET
Item Shelf Life:		
Item Qty:		
High Qty:		
Cases Per Pallet:		
Stacking Allowed:	Yes	
Universal Product Code:		
Cases Per Truckload:	1350	
Net Weight:	39.00	
Gross Weight:	39.00	
Weight U.M:	POUND(S)	
Bar Code:		

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

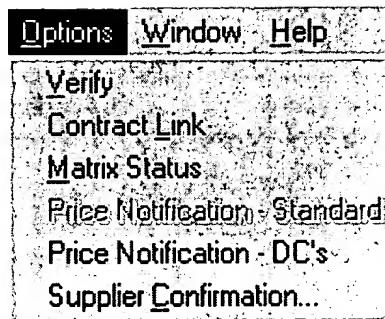
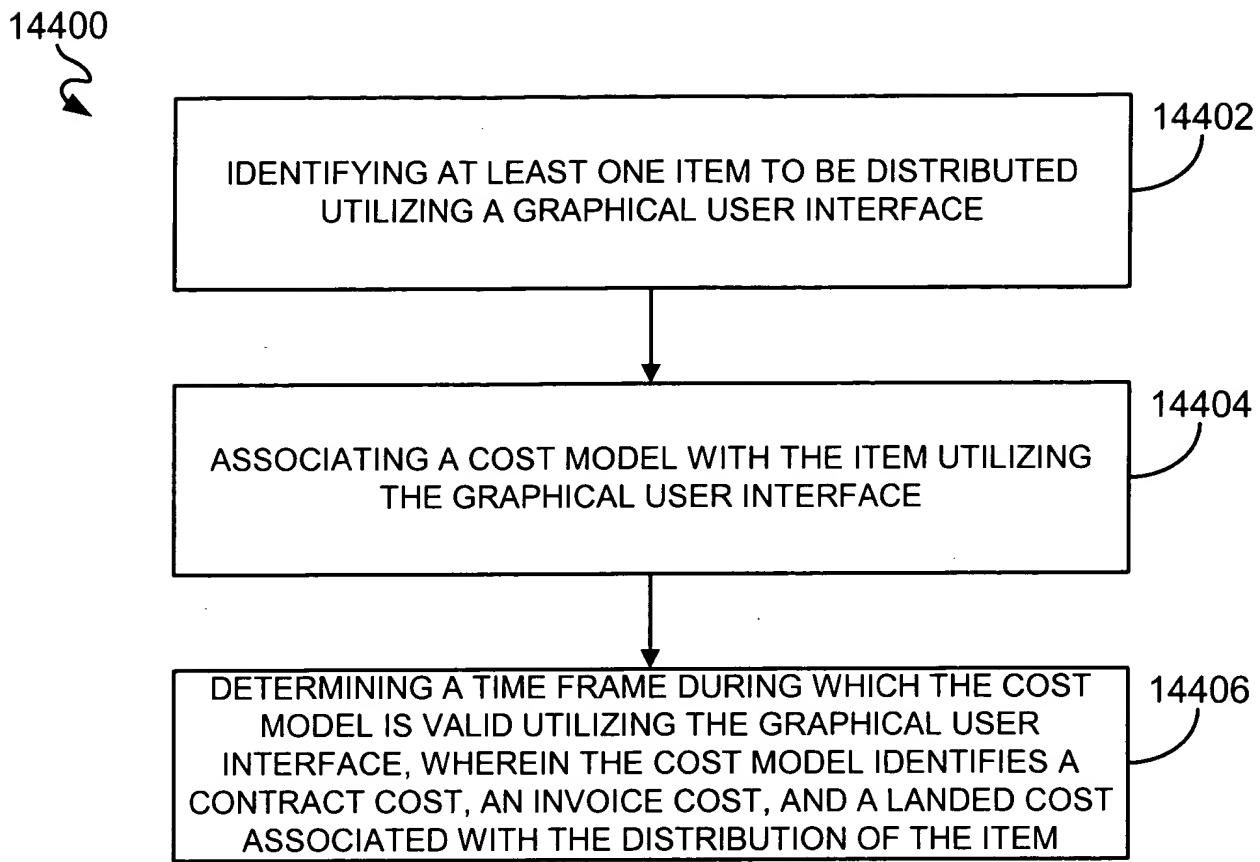


FIG. 141

14300

Cost	►	Edit / View ... F3
Commodities	►	New (using previous matrix) ... F4
Vendor Rating	►	New (build matrix) ... F5
Contact Management	►	Multi Item Price Notification ...

FIG. 143



**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh  Current Buyer Name: Chris Stanton

A horizontal form with three fields. The first field is labeled "Contract ID" with the value "673 - TYSON FOODS". The second field is labeled "Initial Buyer Name" with the value "Jamie Hersh" and a checkbox next to it. The third field is labeled "Current Buyer Name" with the value "Chris Stanton" and a checked checkbox next to it.

**FIG. 146**

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

A vertical form with five fields. The first field is "Contract Start Date" with the value "05/15/98". The second field is "Contract End Date" with the value "12/31/02". The third field is "Execution Date" with the value "5/15/98". The fourth field is "Effective" with a dropdown menu showing "Shipment Date". The fifth field is "Payment Terms" with the value "Net 10".

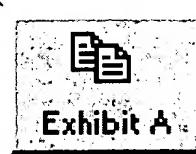
**FIG. 147**

14800



**FIG. 148**

14900



**FIG. 149**

15000



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

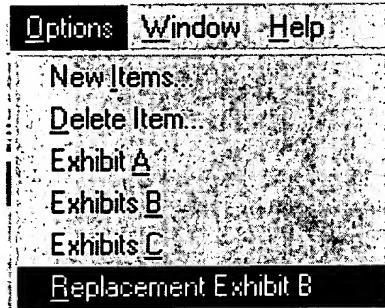
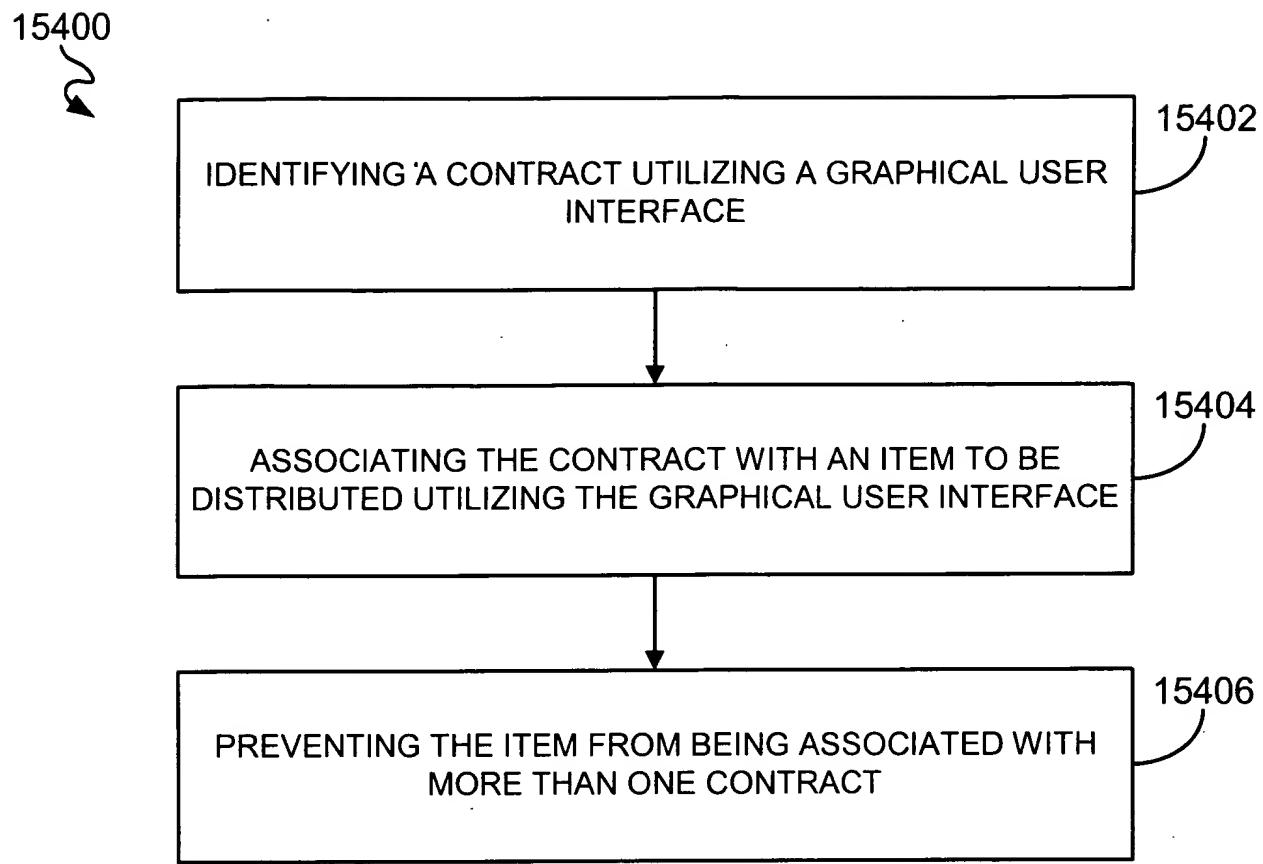


FIG. 152

15300



FIG. 153



**FIG. 154**

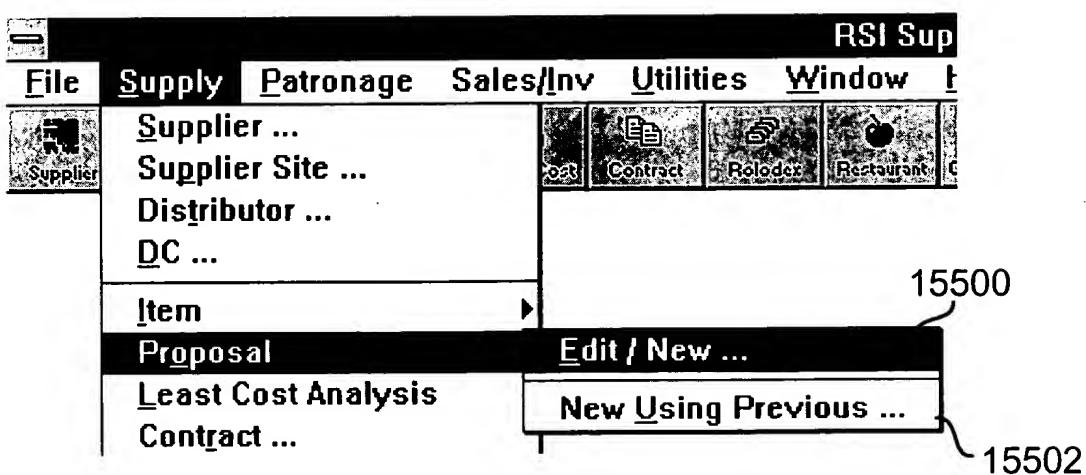


FIG. 155

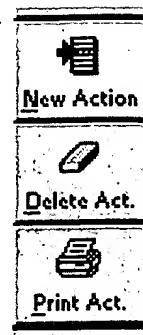
15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID:	1021						Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids						Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby						Contract End Date:	06/30/98
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WMinCup.						

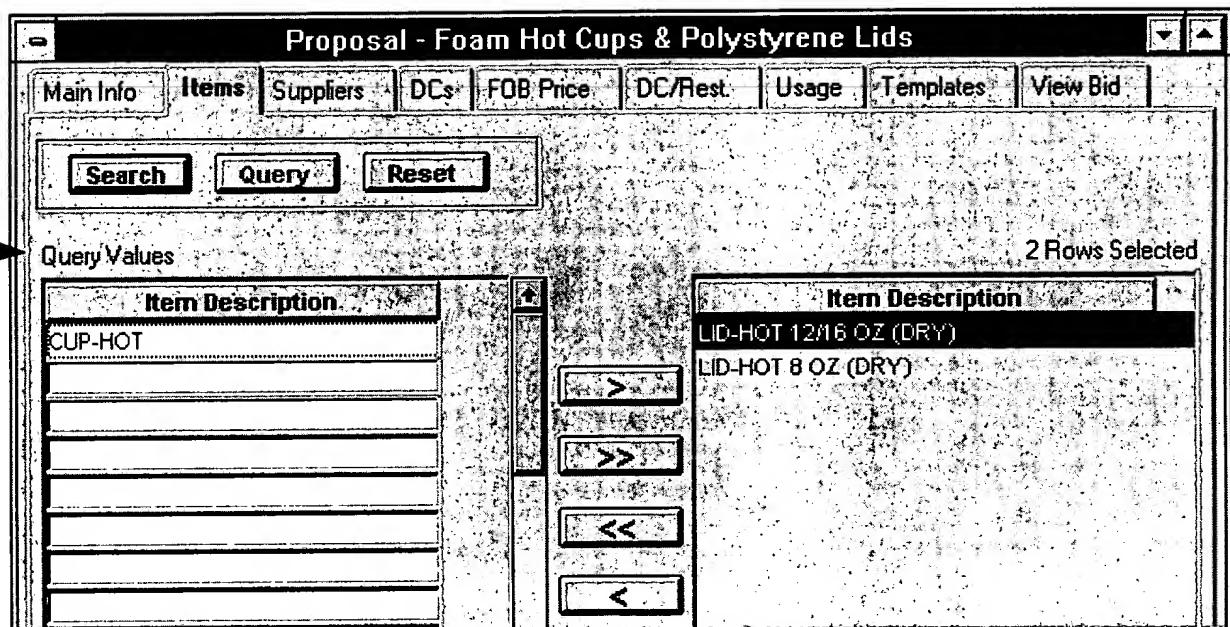
**FIG. 156**

15700



**FIG. 157**

15800



**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

Item Description	
CUP-HOT 12 OZ (DRY)	
CUP-HOT 16 OZ (500 CT) (DRY)	
CUP-HOT 8 OZ (DRY)	
LID-HOT 12/16 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

15906

15908

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

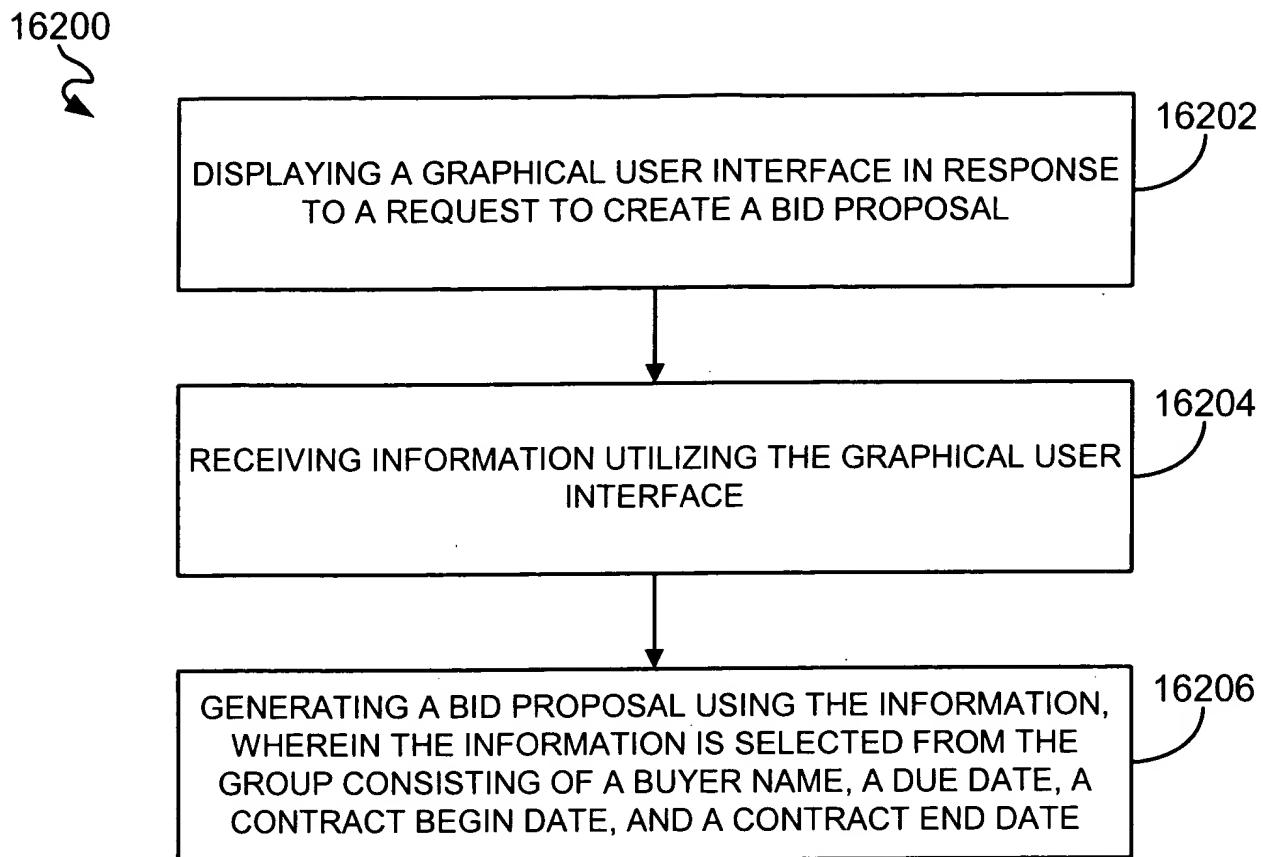
Mayonaise Components	<input checked="" type="checkbox"/>
(None Selected)	
Generic FOB Pricing	
Mayonaise Components	

FIG. 160

16100

Item	Growth %	Gross Wgt	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Gavg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	38	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161



**FIG. 162**

16300



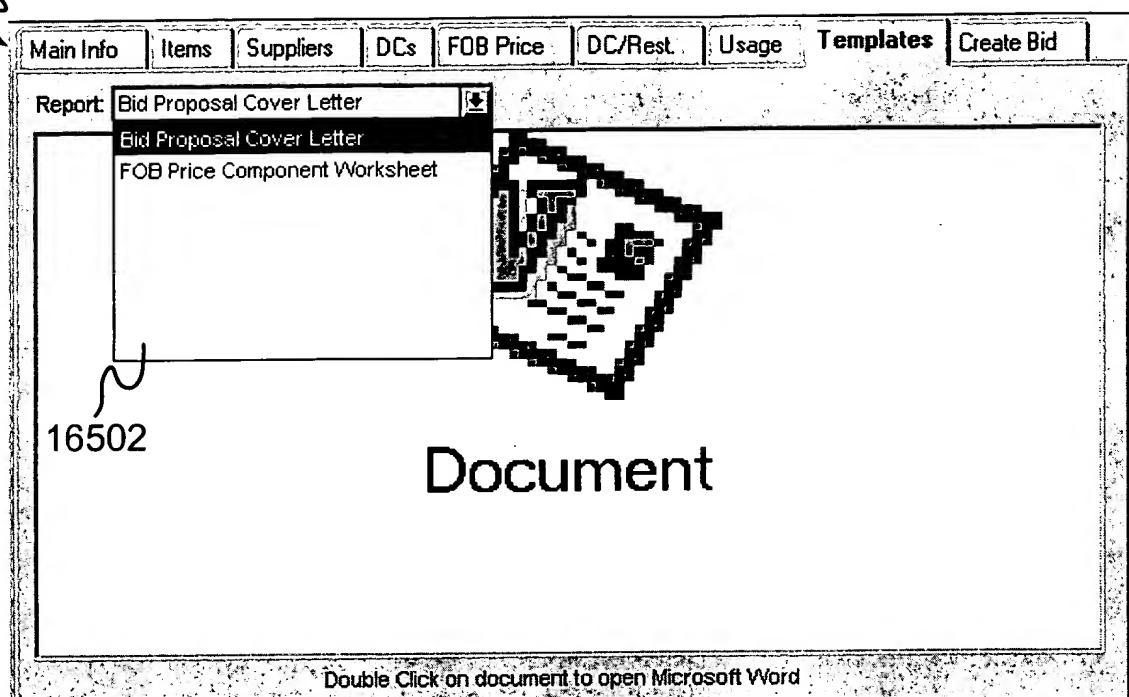
16400

**FIG. 163**

<i>Supply</i>	<i>MS</i>	<i>Editable</i>
<i>Word</i>	<i>Y/N</i>	
Bid Proposal Cover Letter	?	Y
General Terms and Conditions	?	N
Usage Estimates	?	N
Supplier Facility Worksheets	?	N
Item Information Worksheets	?	N
Sample Supply Agreement	?	N
BK Specification Request	?	N
FOB Price Component	?	Y
Truckload Freight Worksheet	?	N
LTL Freight Worksheet	?	N

**FIG. 164**

16500



Document

FIG. 165

16600

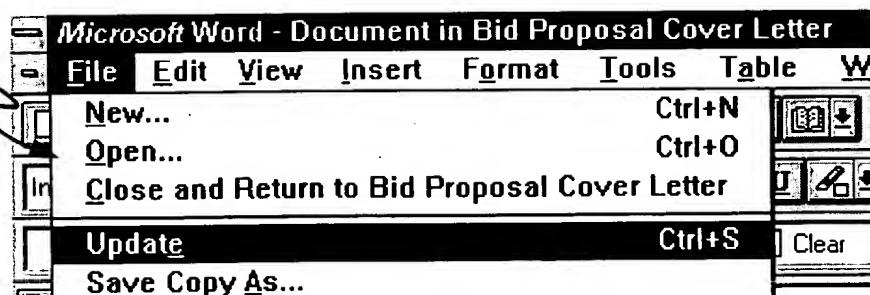


FIG. 166

16700

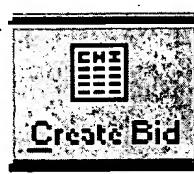
**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			

**FIG. 167**

16800



**FIG. 168**

16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter FOB Price Component Worksheet General Terms & Conditions <b>Item Information Worksheet</b> LTL Freight Worksheet Sample Supply Agreement Supplier Facility Worksheet	

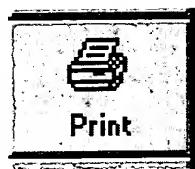
**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY

DS

**FIG. 169**

17000

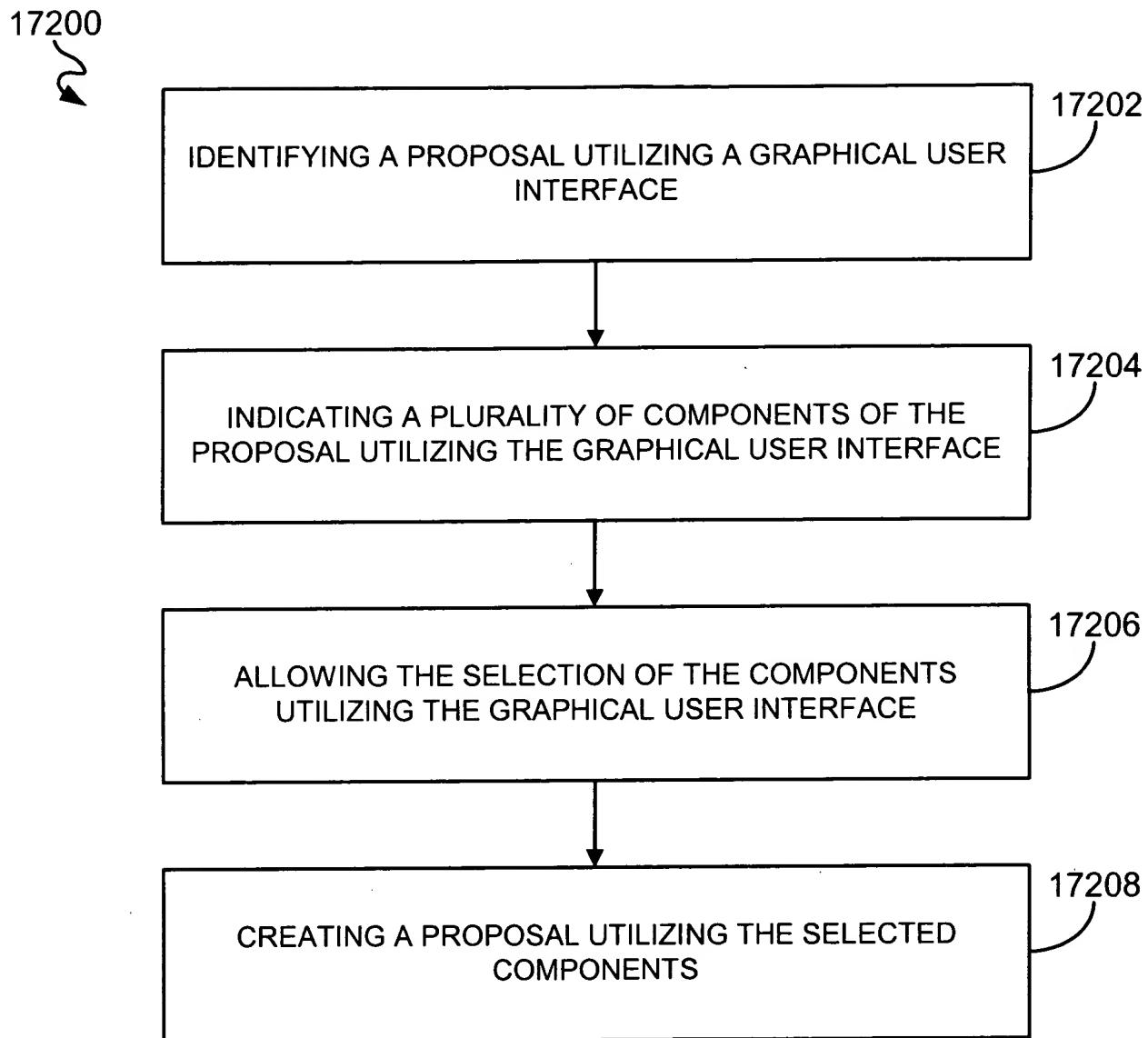


**FIG. 170**

17100



**FIG. 171**



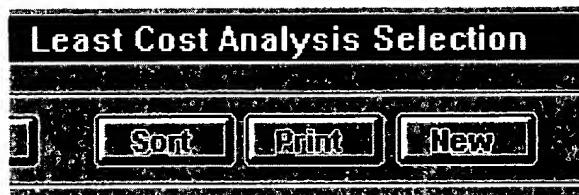
**FIG. 172**

17300



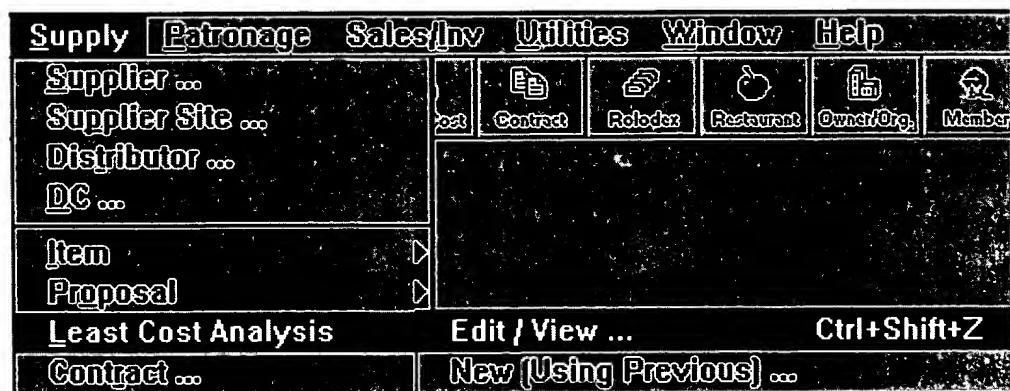
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

17600

**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (.9)	Base version
What is the max # of FOB points to allocate to each DC ?	
One FOB	
FOB + Freight	
0.0000	
What is the pricing method for this version ?	
Override RDC Truckload Validation ?	
Solution Strategy:	Standard
Last Revision:	9/15/97 1:04 PM

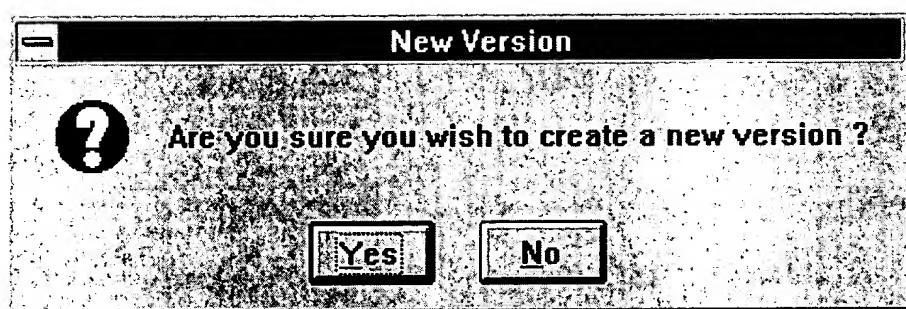
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

18300

18300

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE SHELFN'VIL, IL

18302

**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

18502

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

18504

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

18506

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18508

**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input type="radio"/> Yes <input checked="" type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case W/H INCHES		Gross Weight:	29.28 POUND(S)
Net Weight:			27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900

Supplier	Terms	SUPPLT	Minimum	Maximum	Include	
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>
JR. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
LAMB-WESTON, INC.-RICHLAND, WA	0	55,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
LAMB-WESTON, INC.-AMERICANFALLS, ID	90,000,000	110,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No

FIG. 189

19000

Supplier	Terms	SUPPLT	Minimum	Maximum	Include	
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	225,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No	<input checked="" type="checkbox"/>

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA	27,000,000	132,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		<input type="checkbox"/>
INTERNATIONAL DIVERSEFOODS	0		<input type="checkbox"/>
SUPERIOR COFFEE & FOODS	0		<input type="checkbox"/>

Supplier FOB	Item	Comt FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0		<input type="checkbox"/>
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		<input type="checkbox"/>

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

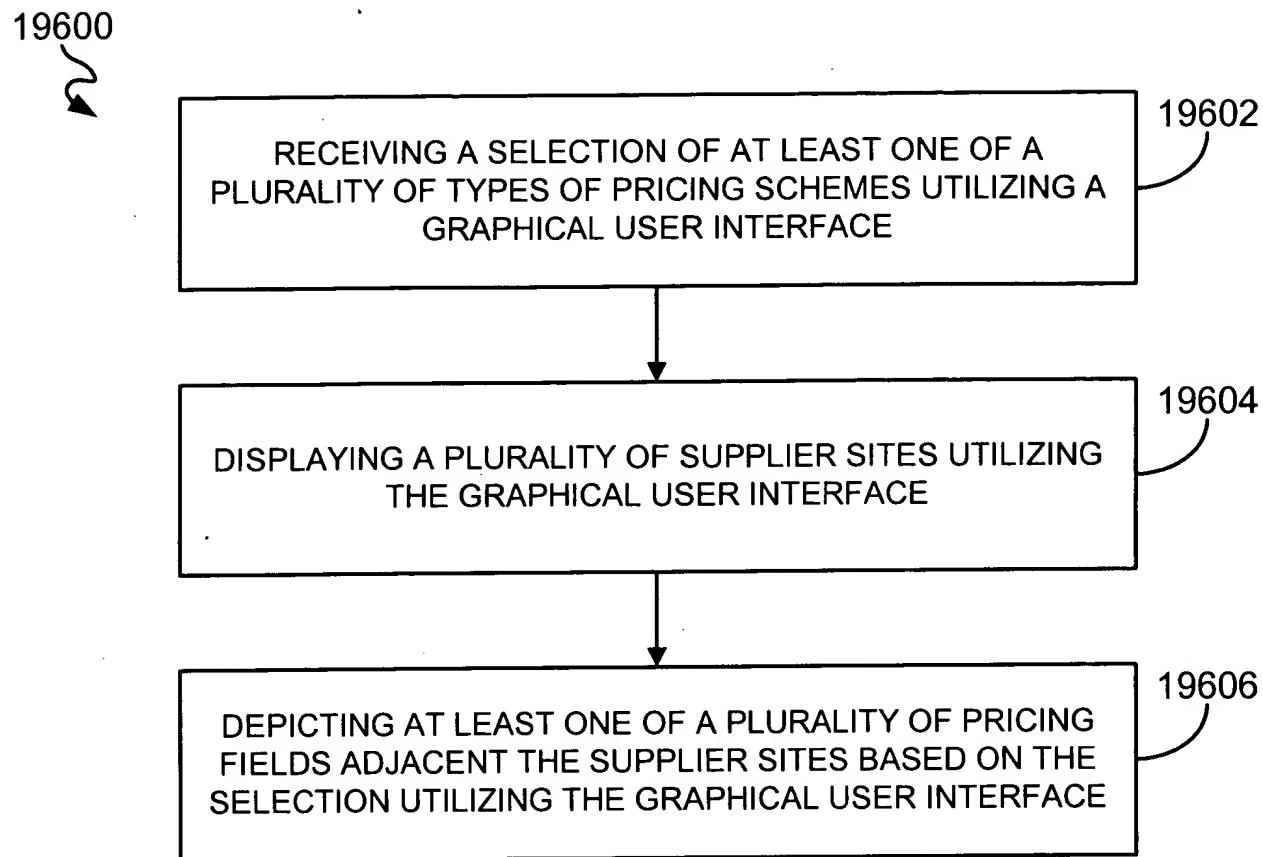
Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLE	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195



**FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	29
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

**FIG. 197**

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Coug. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

**FIG. 198**

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN  
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING  
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT  
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS  
BASED ON THE GROWTH VALUE

19906

**FIG. 199**

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

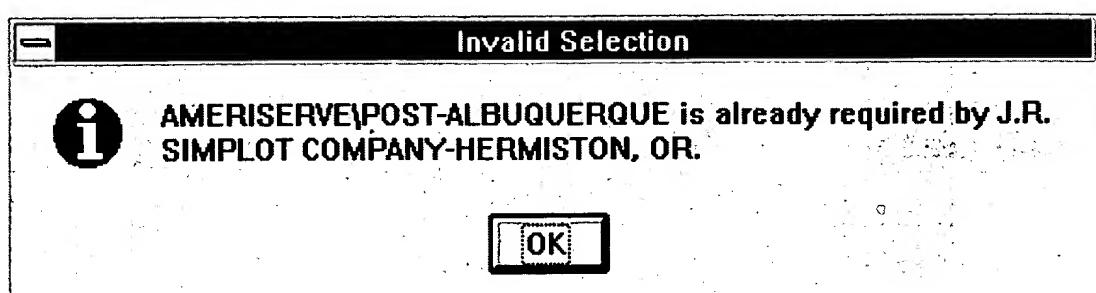
**FIG. 200**

20100

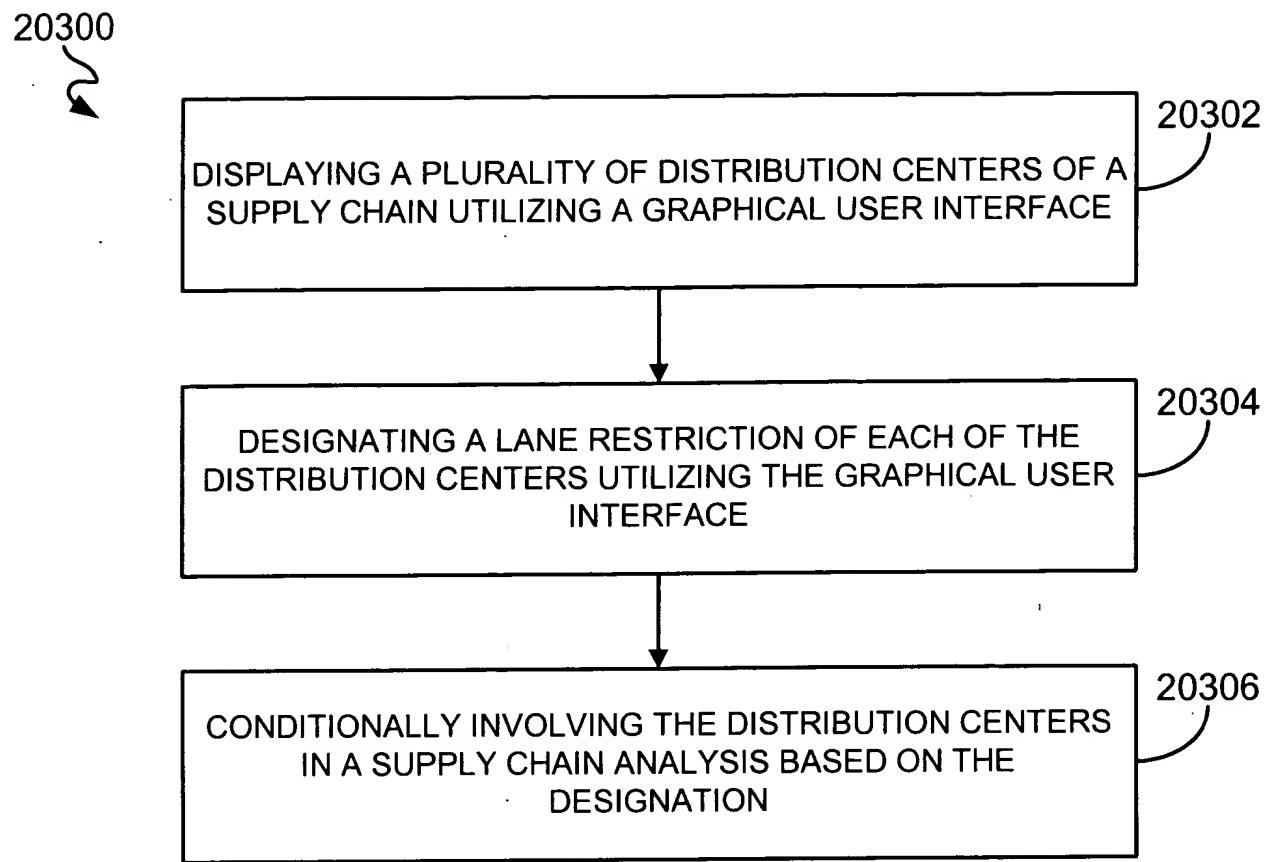
Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded	<input type="checkbox"/>

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

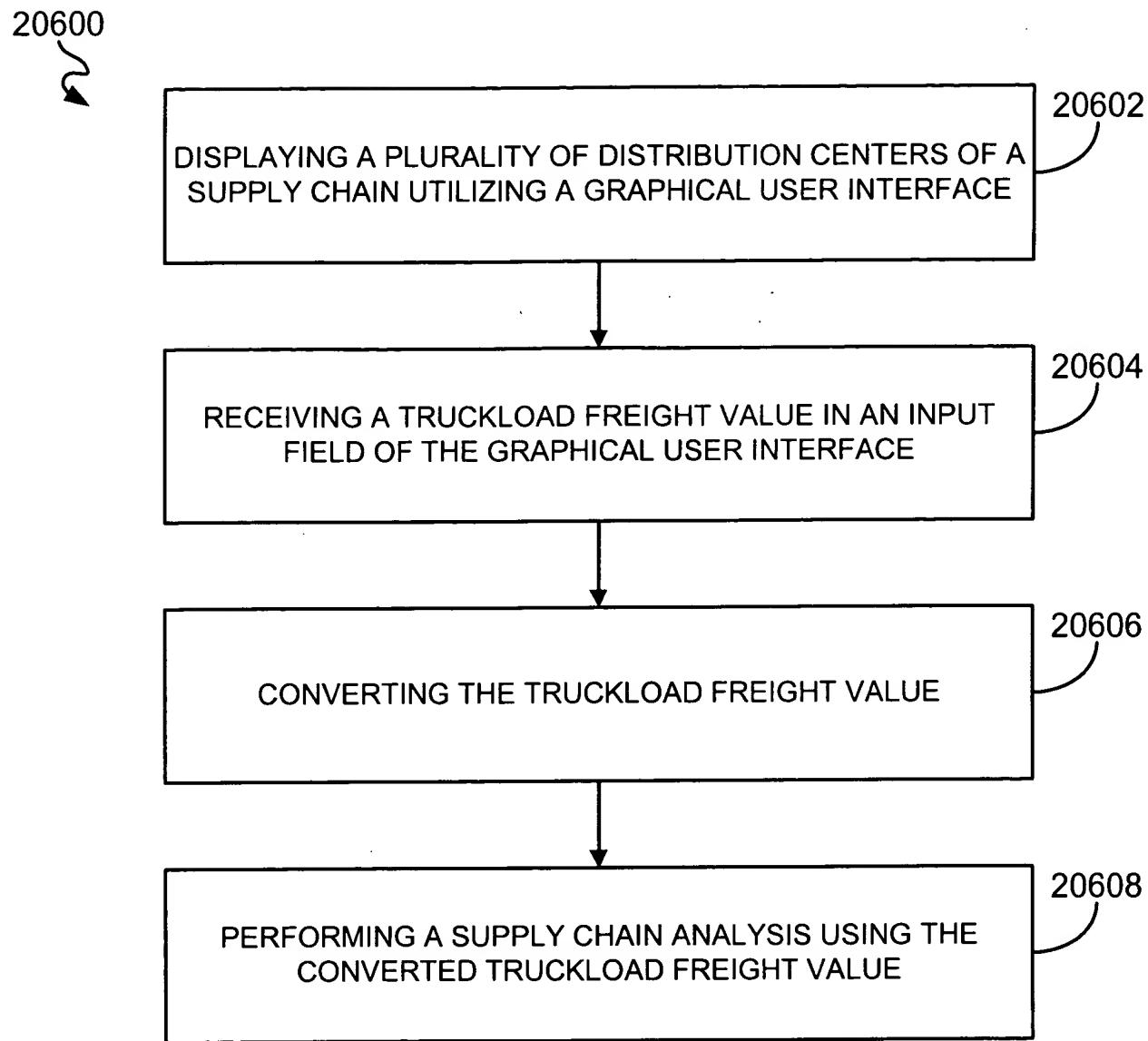
Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB	E1A5X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE UT	691		

**FIG. 204**

20500

Supplier FOB	Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801
Distribution Center	Weight	LTL Minimum	Dtg 1,000 LBS
PS-ATLANTA	15,000		1,001 to 3,000 LBS
PS-BURLINGTON	15,000	400.00	3,001 to 10,000 LBS
			10,001 to 20,000 LBS
			+ 20,000 LBS

**FIG. 205**



**FIG. 206**

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

20806

**FIG. 208**

20900



**FIG. 209**

21000

Report Selection	
Report Types:	<input checked="" type="checkbox"/> Optimal Product Routing
Report Parameters:	
Supplier:	(All) <input checked="" type="checkbox"/>
Supplier FOB:	(All) <input checked="" type="checkbox"/>
Distribution Center:	(All) <input checked="" type="checkbox"/>
Version:	Base Version
Report Name:	
<input checked="" type="checkbox"/> Freight Information Provided	
<input type="checkbox"/> Freight Information Provided	
<input type="checkbox"/> LTL Routing Grid By Lane	
<input type="checkbox"/> Routing Results By Lane	
<input type="checkbox"/> Routing Results By Lane, Item	
<input type="checkbox"/> Routing Results w/ RDC Breakout By Lane	
<input type="checkbox"/> Routing Results w/ RDC Breakout By Lane, Item	
<input type="checkbox"/> TL Freight Variance Analysis	

**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

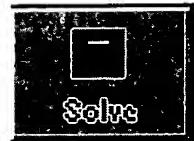
21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**

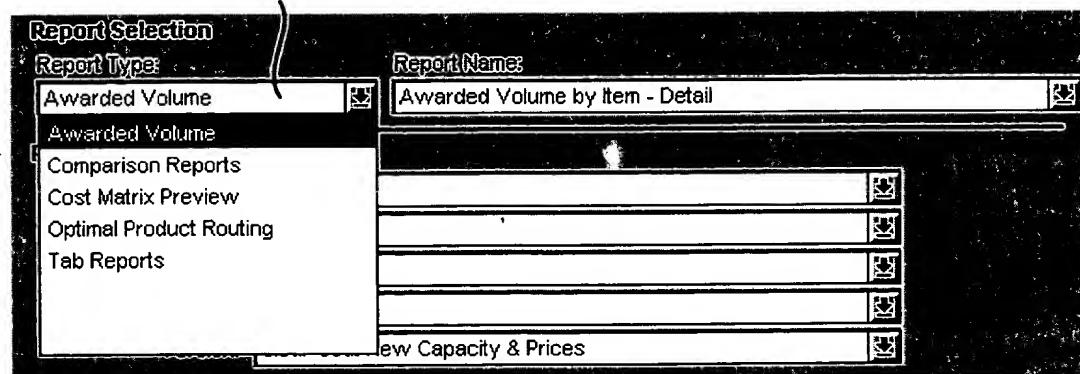
21200



**FIG. 212**

21300

21302



**FIG. 213**

21400

Awarded Volume by Item - Detail  
Awarded Volume by Item - Detail  
Awarded Volume by Item - Freight  
Awarded Volume by Item - Summary  
Competing DC Freight Analysis by Item  
Lane Assignment Matrix  
Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
Assigned Volume Percentages (with conversion)  
Invoice FOB Detail Comparison (no conversion)  
Invoice FOB Detail Comparison (with conversion)  
Invoice FOB Savings Comparison (no conversion)  
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	<input checked="" type="checkbox"/> Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:  
Assigned Volume Percentages (no conversion)  
Assigned Volume Percentages (no conversion)  
Assigned Volume Percentages (with conversion)  
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

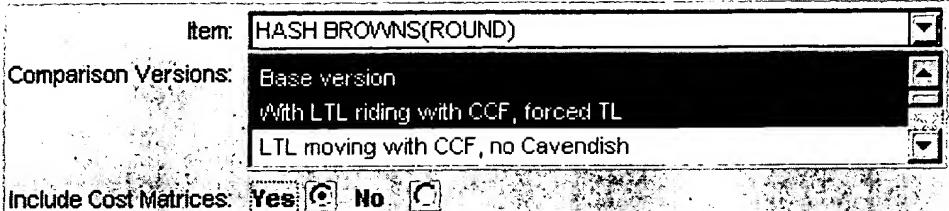
21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes  No

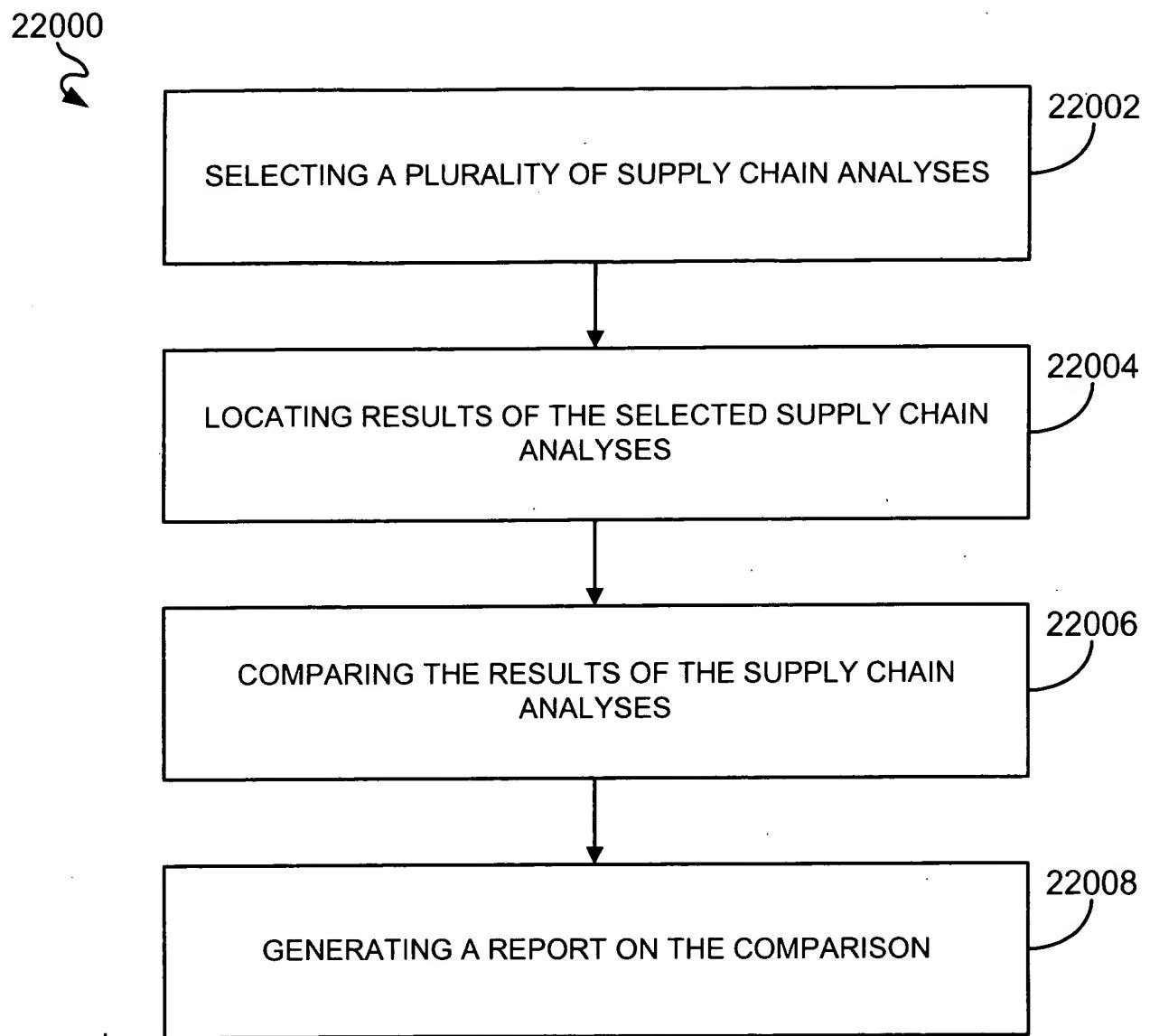


**FIG. 218**

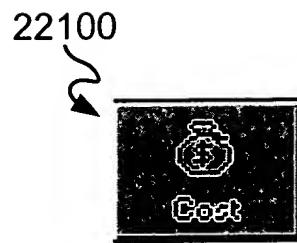
21900



**FIG. 219**



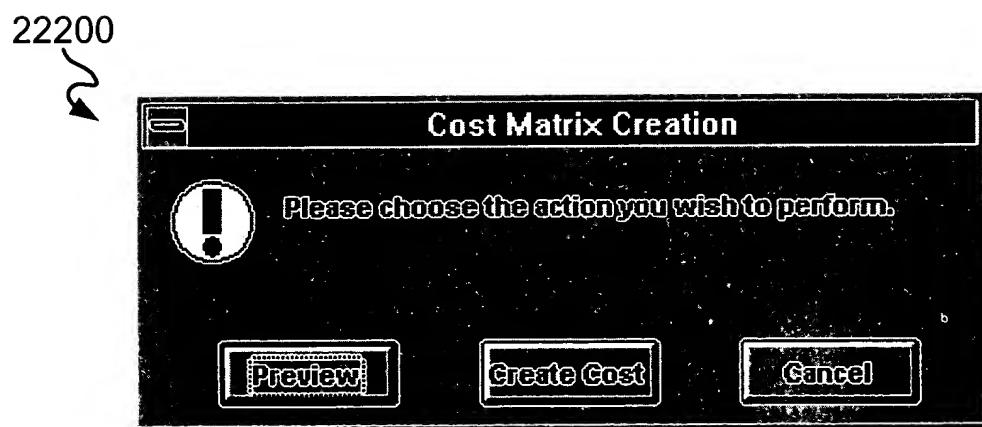
**FIG. 220**



22100



**FIG. 221**



22200



**FIG. 222**

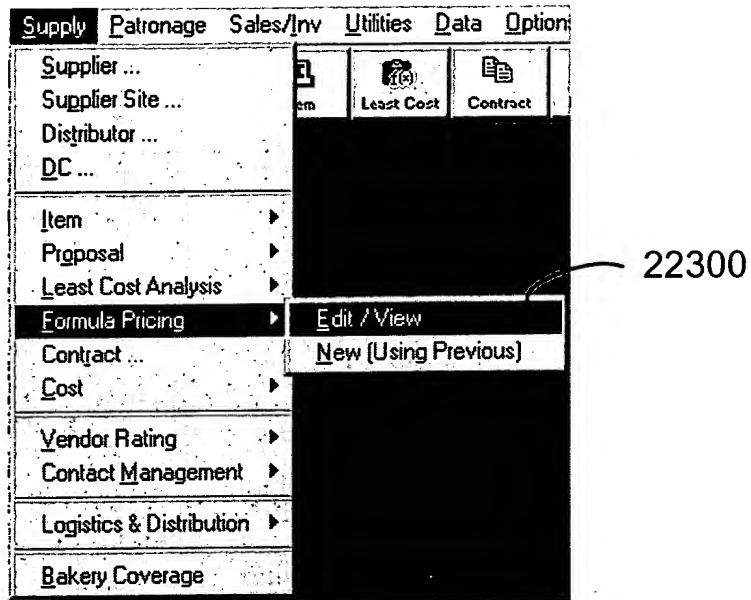


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Pricing ID: <input type="text" value="12"/>						
Description: <input type="text" value="Beef Pricing 04/06/01"/>						
Item: <input type="text" value="BEEF - 77%"/>						
Raw Material Pricing Date: <input type="text" value="04/06/01"/>	From: <input type="text" value="03/23/01"/>	To: <input type="text" value="04/03/01"/>				
Cost Matrix Begin Date: <input type="text" value="03/15/01"/>	End Date: <input type="text" value="03/28/01"/>					
FOB Adjustment Amount: <input type="text" value="0.0000"/>						

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 50% LEAN	Lean Fine Textr Beef	Lean Beef
03/23/98	0.8800	0.9100	0.8052	0.9300	0.8318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.8224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/28/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9996	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9600	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

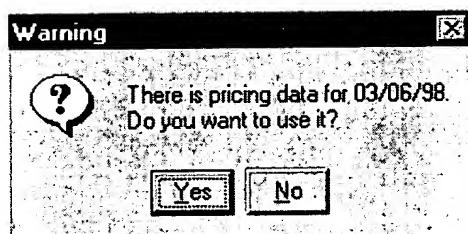


FIG. 226

22700

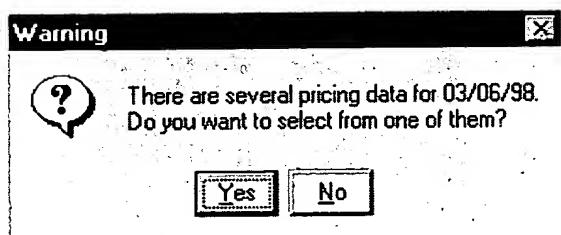
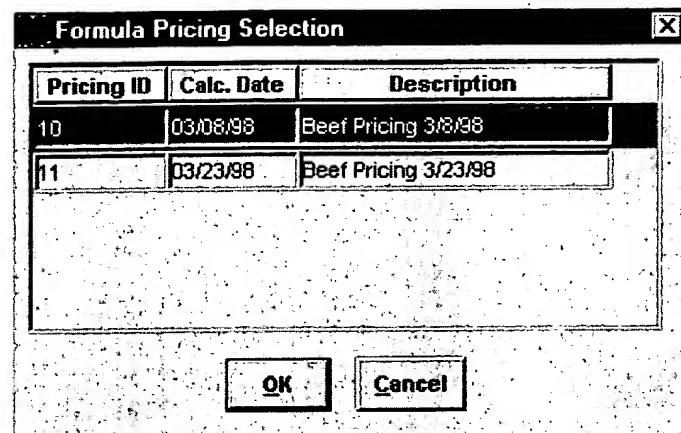


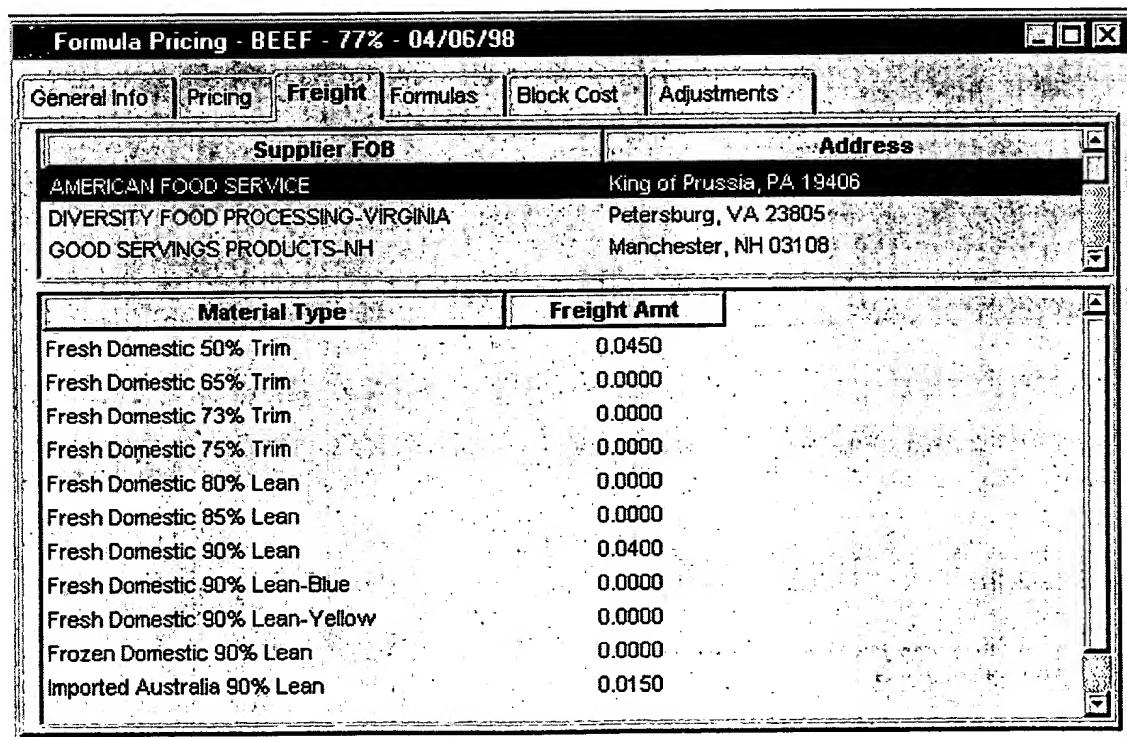
FIG. 227

22800



**FIG. 228**

22900



**FIG. 229**

23000

Formula Pricing - BEEF - 77% - 04/06/98

Formulas	FD58TR		FD65TR		FD73TC		FD88LC		FD85LN		FD90LC		DMAU98		LFTB		Total
	Pct.	Cost															
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.5941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9366
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0958	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0966	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

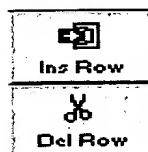
FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

FIG. 232

23400



23300

23302

Del Row

FIG. 233

FIG. 234



RM Letter

23500

Formula Maintenance

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

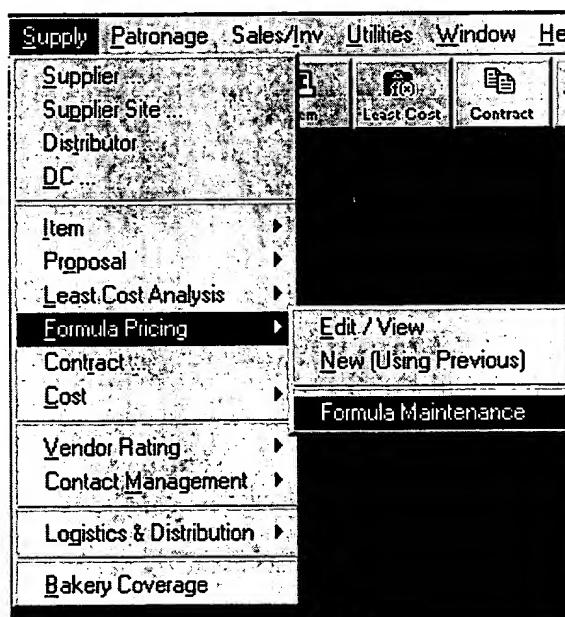


FIG. 236